

Prefecture of Attica Registration Nr 1482/06/B/86/26 Headquarters: Irodou Attikou 12A – 151 24 Maroussi Attica

# **ANNUAL FINANCIAL REPORT** FOR THE PERIOD 1 JANUARY – 31 DECEMBER 2013

(According to the Law 3556/2007)

# TABLE OF CONTENTS

- > DECLARATION OF THE BoD REPRESENTATIVES
- > DIRECTORS' REPORT
- > CORPORATE GOVERNANCE STATEMENT (Law 3873/2010)
- > ANNUAL FINANCIAL STATEMENTS
- > INDEPENDENT AUDITOR'S REPORT
- > PUBLISHED FIGURES & INFORMATION
- > INFORMATION BULLETIN (article 10, Law 3401/2005)



# DECLARATION OF THE REPRESENTATIVES OF THE BOARD OF DIRECTORS OF "MOTOR OIL (HELLAS) CORINTH REFINERIES S.A."

Pursuant to the provisions of article 4 paragraph 2 item c of Law 3556/2007 we hereby declare that to the best of our knowledge:

- A. The single and consolidated financial statements of "MOTOR OIL (HELLAS) S.A." (the Company) for the year ended December 31, 2013, which have been prepared in accordance with the applicable accounting standards, truly present the assets, the liabilities, the shareholders' equity and the statement of comprehensive income of the Company and the companies included in the consolidated financial statements taken as a total, and
- B. The Board of Directors' annual report truly presents the course, the performance and the position of the Company and the companies included in the consolidated financial statements taken as a total, including the description of the most important risks and uncertainties they are facing.

# Maroussi, March 21st, 2014

Chairman of the BoD and Managing Director	Vice Chairman	Deputy Managing Director and Chief Financial Officer
VARDIS J. VARDINOYANNIS	IOANNIS. V. VARDINOYANI	NIS PETROS T. TZANNETAKIS
I.D. No K 011385/1982	I.D. No AH 567603/2009	I.D. No R 591984/1994



### REPORT OF THE BOARD OF DIRECTORS (ACCORDING TO ARTICLE 4 OF THE LAW 3556 / 2007) ON THE FINANCIAL STATEMENTS OF "MOTOR OIL (HELLAS) CORINTH REFINERIES S.A." AND THE CONSOLIDATED FINANCIAL STATEMENTS OF THE GROUP FOR THE YEAR ENDED 31 DECEMBER 2013 (PERIOD 01.01.2013 – 31.12.2013)

#### I. REVIEW OF OPERATIONS

The Group financial figures for 2013 compared to 2012 are presented hereunder:

			Vari	ation
Amounts in thousand Euros	2013	2012	Amount	%
		(as restated *)		
Turnover (Sales)	9,282,339	9,681,883	(399,544)	(4.13%)
Less: Cost of Sales (before depreciation)	<u>8,963,502</u>	<u>9,255,039</u>	<u>(291,537)</u>	(3.15%)
Gross Profit (before depreciation)	318,837	426,844	(108,007)	(25.30%)
Less: Selling Expenses (before depreciation)	155,963	167,677	(11,714)	(6.99%)
Less: Administrative Expenses (before depreciation)	44,872	44,330	542	1.22%
Plus / (Less): Other Operating Income/(Expenses)	66,972	56,819	10,153	17.87%
Earnings before Interest, Tax, Depreciation & Amortization (EBITDA) Plus: Investment Income / share of profits in associates	184,974**	271,656**	(86,682)	(31.91%)
	6,898	8,718	(1,820)	(20.88%)
Less : Financial Expenses	78,484	84,649	<u>(6,165)</u>	(7.28%)
Earnings before Depreciation and Tax	113,388	195,725	(82,377)	(42.07%)
Less: Depreciation	<u>93,445</u>	91,504	1,941	2.12%
Earnings before Tax (EBT)	19,943	104,221	(84,278)	(80.86%)
Less: Income Tax	24,490	25,104	(614)	(2.45%)
Earnings after Tax (EAT)	<u>(4,547)</u>	<u> </u>	<u>(83,664)</u>	(105.75%)
Less: Non-controlling interests	<u>    134    </u>	<u>    184    </u>	(50)	(27.17%)
Earnings after Tax and after non-controlling interests	<u>(4,681)</u>	<u></u>	<u>(83,614)</u>	(105.93%)

(\*) The year 2012 figures have been restated as provided for by the revised IAS 19 (employee benefits)

(\*\*) Includes government grants amortization of Euro 2,053 thousand for the year 2013 and Euro 830 thousand for the year 2012.



The respective **Company** financial figures for 2013 compared to 2012 are presented hereunder:

			<u>Vari</u>	<u>ation</u>
Amounts in thousand Euros	2013	2012	Amount	%
		(as restated *)		
Turnover (Sales)	7,843,683	8,240,260	(396,577)	(4.81%)
Less: Cost of Sales (before depreciation)	<u>7,689,520</u>	<u>7,972,017</u>	<u>(282,497)</u>	(3.54%)
Gross Profit (before depreciation)	154,163	268,243	(114,080)	(42.53%)
Less: Selling Expenses (before depreciation)	38,791	47,260	(8,469)	(17.92%)
Less: Administrative Expenses (before depreciation)	24,188	23,712	476	2.01%
<b>Plus / (Less):</b> Other Operating Income/(Expenses)	59,916	49,245	10,671	21.67%
Earnings before Interest, Tax, Depreciation & Amortization (EBITDA)	151,100**	246,516**	(95,416)	(38.71%)
Plus: Investment Income	2,291	1,902	389	20.45%
Less : Financial Expenses	<u>57,975</u>	64,450	(6,475)	(10.05%)
Earnings before Depreciation and Tax	95,416	183,968	(88,552)	(48.13%)
Less: Depreciation	72,243	69,602	2,641	3.79%
Earnings before Tax (EBT)	23,173	114,366	(91,193)	(79.74%)
Less: Income Tax	<u>17,598</u>	23,414	(5,816)	(24.84%)
Earnings after Tax (EAT)	<u> </u>	<u>    90,952</u>	<u>(85,377)</u>	(93.87%)

(\*) The year 2012 figures have been restated as provided for by the revised IAS 19 (employee benefits)

(\*) Includes government grants amortization of Euro 2,053 thousand for the year 2013 and Euro 830 thousand for the year 2012.



On the financial figures presented above we hereby note the following:

# 1. Turnover (Sales)

In principle, the turnover increase or decrease of oil refining and trading companies is mainly a function of the following factors:

- a) Volume of Sales
- b) Crude Oil and Petroleum Product Prices, and
- c) Euro / US Dollar parity.

The **industrial activity (refining)** concerns sales of products produced in the refinery of the parent company while the **trading activity** concerns sales generated as a result of imports of finished products from the international market and their subsequent resale to customers in the domestic market and abroad. The Group has the flexibility to take full advantage of the favorable market conditions in the oil sector, whenever these arise, and it is in a position to respond to any exceptional or unpredictable conditions meeting the increased demand in the domestic and international market with imports.

The breakdown of **Group** turnover by geographical market (Domestic – Foreign) and type of activity (Refining – Trading) as well as sales category (Metric Tons–Euros) is presented hereunder:

	<u>Metric Tons</u>			Amount	ts in thousand	Euros
Geographical market and Type of Activity	2013	2012	Variation %	2013	2012	Variation %
Foreign						
Refining/Fuels	6,926,172	6,785,760	2.07%	4,219,322	4,596,547	(8.21%)
Refining/Lubricants	185,160	186,750	(0.85%)	135,746	159,908	(15.11%)
Trading/Fuels etc.	<u>1,012,671</u>	438,543	130.92%	731,029	361,917	101.99%
<b>Total Foreign Sales</b>	<u>8,124,003</u>	<u>7,411,054</u>	9.62%	<u>5,086,097</u>	<u>5,118,372</u>	(0.63%)
Domestic						
Refining/Fuels	2,343,870	2,278,814	2.85%	1,703,316	1,829,310	(6.89%)
Refining/Lubricants	54,697	41,526	31.72%	47,712	39,461	20.91%
Trading/Fuels etc.	<u>1,001,565</u>	1,261,016	(20.57%)	1,839,303	2,033,586	(9.55%)
<b>Total Domestic Sales</b>	<u>3,400,132</u>	<u>3,581,356</u>	(5.06%)	<u>3,590,331</u>	<u>3,902,357</u>	(8.00%)
Bunkering						
Refining/Fuels	888,545	958,339	(7.28%)	517,506	577,851	(10.44%)
Refining/Lubricants	4,109	3,163	29.91%	4,963	4,385	13.18%
Trading/Fuels etc.	96,347	85,917	12.14%	74,731	69,580	7.40%
<b>Total Bunkering Sales</b>	<u>989,001</u>	<u>1,047,419</u>	(5.58%)	<u>597,200</u>	<u>651,816</u>	(8.38%)
Rendering of Services				<u> </u>	9,338	(6.71%)
Total Sales	<u>12,513,136</u>	<u>12,039,828</u>	3.93%	<u>9,282,339</u>	<u>9,681,883</u>	(4.13%)

In 2013 Group turnover decreased in value by Euro 399.5 million or 4.13% compared to the previous year. This development of Group turnover is attributed to the reduced average prices of petroleum products (denominated in US Dollars) by 4.79% and the devaluation of the US Dollar compared to the Euro (average parity) by 3.36% while the turnover decrease was partly offset by the increase of sales volume by 3.93% (from MT 12,039,828 in 2012 to MT 12,513,136 in 2013). Both in fiscal 2013 and



2012 the Group had revenues for services (storage fees) rendered by "OFC AVIATION FUEL SERVICES S.A.".

The analysis of consolidated turnover reveals the solid exporting profile of the Group (export sales accounted for 54.79 % of the year 2013 turnover compared to 52.87% in 2012) and the high contribution of refining activities (71.41% of turnover in 2013 compared to 74.44% in 2012).

The respective breakdown of **Company** turnover is presented hereunder:

	<u>N</u>	<u>Metric Tons</u>		Amount	ts in thousand	Euros
Geographical market and Type of Activity	2013	2012	Μεταβ. %	2013	2012	Μεταβ. %
Foreign						
Refining/Fuels	6,926,172	6,785,760	2.07%	4,219,322	4,596,547	(8.21%)
Refining/Lubricants	185,160	185,750	(0.85%)	135,746	159,908	(15.11%)
Trading/Fuels etc.	968,299	424,931	127.87%	696,279	349,248	99.37%
<b>Total Foreign Sales</b>	<u>8,079,631</u>	<u>7,397,442</u>	9.22%	<u>5,051,347</u>	<u>5,105,703</u>	(1.08%)
Domestic						
Refining/Fuels	2,343,870	2,278,814	2.85%	1,703,316	1,829,310	(6.89%)
Refining/Lubricants	54,697	41,526	31.72%	47,712	39,461	20.91%
Trading/Fuels etc.	669,654	888,300	(24.61%)	454,346	613,970	(26.00%)
Total Domestic Sales	<u>3,068,221</u>	<u>3,208,640</u>	<u>(4.38%)</u>	<u>2,205,374</u>	<u>2,482,741</u>	<u>(11.17%)</u>
Bunkering						
Refining/Fuels	888,545	958,339	(7.28%)	517,506	577,851	(10.44%)
Refining/Lubricants	4,109	3,163	29.91%	4,963	4,385	13.18%
Trading/Fuels etc.	85,727	85,917	(0.22%)	64,493	69,580	(7.31%)
Total Bunkering Sales	<u>978,381</u>	<u>1,047,419</u>	<u>(6.59%)</u>	<u>586,962</u>	<u>651,816</u>	<u>(9.95%)</u>
Total Sales	<u>12,126,233</u>	<u>11,653,500</u>	4.06%	<u>7,843,683</u>	<u>8,240,260</u>	(4.81%)

The turnover of the Company in 2013 amounted to Euro 7,843.7 million from Euro 8,240.3 million in 2012 representing a decrease of 4.81%. This development of Company turnover is attributed to the impact of the same parameters which influenced the development of turnover at Group level and which have already been mentioned.

The analysis of Company sales reveals the solid exporting profile of the Refinery (export sales account for 64.40 % of year 2013 turnover compared to 61.96% in 2012) and the high contribution of refining activities (84.50% of turnover in 2013 compared to 87.47% in 2012).



The international average prices of petroleum products (in US Dollars per Metric Ton) and the international average prices of the various types of crude (in US Dollars per barrel) during the period 2012 - 2013 are presented hereunder:

International Average Petroleum	2013	2012
<b>Product Prices (US Dollars / M T)</b>		
Naphtha	875	909
Unleaded Gasoline	981	1,022
Jet Kero / A1 (Aviation Fuels)	980	1,015
Automotive Diesel	930	969
Heating Gasoil	912	946
Fuel Oil 1%	614	673
Fuel Oil 3.5%	588	625
International Average Crude Oil	2013	2012
Prices (US Dollars / bbl)		-
Dated Brent	108.59	111.60
Arab Light, fob	107.86	110.68
Urals, cif Med	108.29	110.80
Iranian Heavy, fob	105.32	108.06
Es Sider, fob	108.19	111.12

The figures regarding the analysis of **Company** sales per product and Refinery production per product (both in thousand Metric Tons) for the two year period 2012 - 2013 are as presented hereunder:

Sales per Product	Thousand MT 2013	Thousand MT 2012
Asphalt	276	103
Fuel Oil	3,542	3,363
Diesel (Automotive – Heating)	3,973	4,043
Jet Fuel	1,339	1,009
Gasoline	1,823	2,047
LPG	172	168
Lubricants	250	239
Other	609	682
Total (Products)	<u>11,984</u>	<u>11,654</u>
Crude Sales	142	0
Total	<u>12,126</u>	<u>11,654</u>

<b>Refinery Production per Product</b>	Thousand MT 2013	Thousand MT 2012
Lubricants	234	218
LPG	170	167
Gasoline	1,518	1,698
Jet Fuel	1,265	900
Diesel (Automotive – Heating)	3,113	3,663
Naphtha	522	530
Semi-finished products	55	45
Special Products	365	194
Fuel Oil	3,300	2,809
TOTAL	10,542	<u>10,224</u>



The total volume of crude oil and other raw materials processed by the **Company** during 2013 compared to the respective volume of 2012 is analyzed below:

<b>Refinery Processed</b>	МТ	M T
Volume	2013	2012
Crude	9,161,569	9,317,339
Fuel Oil raw material	1,355,577	784,934
Gas Oil	388,571	503,981
Others	144,913	152,655
Total	<u>11,050,631</u>	10,758,909

It is apparent that the difference between the refinery processed volume and the refinery production volume concerns fuel consumption and loss.

#### 2. Cost of Sales (before Depreciation) – Gross Profit

The Gross Profit in 2013 at **Group** level amounted to Euro 318,837 thousand compared to Euro 426,844 thousand in the previous year demonstrating a decrease of 25.30%.

This development is attributed to the fact that the Cost of Sales (before depreciation) at Group level decreased at a lower rate in relation to Turnover (3.15% compared to 4.13%).

The breakdown of consolidated Cost of Sales per type of activity (refining-trading-services) is presented hereunder:

Amounts in thousand Euros	2013	2012
		(as restated)
Refining	6,419,397	6,817,561
Trading	2,538,881	2,432,036
Services	5,224	5,442
Total Cost of Sales (before depreciation)	8,963,502	9,255,039

The Gross Profit in 2013 at **Company** level amounted to Euro 154,163 thousand compared to Euro 268,243 thousand in the previous year representing a decrease of 42.53 %.

This development is attributed to the fact that the Cost of Sales (before depreciation) at Company level decreased at a lower rate in relation to Turnover (3.54% compared to 4.81%) given that the international average prices of various crude types retreated at a lower rate compared to the respective rate of the average prices of petroleum products (the relevant data are presented at the tables of the previous section).

It is noted that the Cost of Sales of the Company (before depreciation) includes the Refinery Operating Cost which relates mostly to the cost of production. More specifically, in 2013 the Refinery Operating Cost amounted to Euro 111 million compared to Euro 107 million in 2012 the difference being accounted for by the major turnaround maintenance program (reference is made in the section "Capital Expenditure").

Excluding the Refinery Operating Cost, the Gross Profit at Company level amounted to Euro 265.2 million in 2013 compared to Euro 375.2 million in 2012 (a decrease of 29.32%). The decrease of the Gross Profit is attributed to the limited contribution of the Refinery conversion units (Hydrocracker, FCC) because of the programmed maintenance works, the exceptionally low refining margins combined with the devaluation of the USD against the Euro (it must be stressed, however, that a significant part of the losses due to the weakening of USD is recovered through Operating Income – see section "Other Operating Income") and, the negative impact from inventory evaluation. It is



emphasized that in 2013 the Company carried out its activities facing the toughest refinery margin environment of the last years.

The development of Gross Profit Margin at **Company** level in US Dollars per Metric Ton for the years 2013 and 2012 is presented hereunder:

Gross Profit Margin (US Dollars / Metric Ton)	2013	2012
Company Blended Profit Margin	29.0	41.3

#### **3.** Operating Expenses (before depreciation) (Administrative and Selling)

The operating expenses at **Group** and **Company** level demonstrated a decrease of Euro 11,172 thousand or 5.27% and Euro 7,993 thousand or 11.26% respectively on the back of the extensive cost cutting program which was initiated in 2010 and continued during the fiscal 2013.

#### 4. Other Operating Income (Expenses)

Other Operating Income (Expenses) is distinguished in two classes:

- Foreign exchange gains or losses relating to the net difference which evolves during each fiscal year from receivables and payables at Group and Company level denominated in foreign currency
- Other operating revenue concerning mainly storage rentals from third parties as well as income from the usage of the Truck Loading Terminal of the Refinery. The Company has invested significant funds in the construction of storage premises.

In fiscal 2013 the **Group** recorded foreign exchange gains of Euro 15,262 thousand compared to foreign exchange gains of Euro 3,782 thousand in 2012.

A similar pattern was the case at **Company** level which recorded foreign exchange gains of Euro 15,498 thousand in 2013 compared to foreign exchange gains of Euro 4,604 thousand in 2012.

The above development is attributed to the Euro – US Dollar parity on 31.12.2013 (1.3791), 31.12.2012 (1.3194), and 31.12.2011 (1.2939). A comparison of the parities mentioned indicates a devaluation of the USD compared to the Euro by 4.33% in 2013 and a USD devaluation by 1.93% in 2012.

It is noted that at operational level, the Company has chosen to deal with the issue of the movement of the Euro – US Dollar parity by funding its receivables with similar foreign currency exposure liabilities (reference is made in the section "foreign currency risk").

As regards other operating revenue, apart from foreign exchange differences that is, at **Group** level it amounted to Euro 51,710 thousand in 2013 compared to Euro 53,074 thousand in 2012 while at **Company** level it amounted to Euro 44,419 thousand in 2013 compared to Euro 44,641 thousand in 2012.

#### 5. Earnings before Interest, Tax, Depreciation and Amortization (EBITDA)

Subsequent to the above developments at Gross Margin level and Operating Income & Expenses level, **Group** EBITDA in 2013 amounted to Euro 184,974 thousand from Euro 271,656 thousand in 2012 (a decrease of 31.91%) while **Company** EBITDA in 2013 amounted to Euro 151,100 thousand from Euro 246,516 thousand in 2012 (a decrease of 38.71%).



#### 6. Income from Investments – Financial Expenses

The financial cost at **Group** level in 2013 amounted to Euro 71,586 thousand compared to Euro 75,931 thousand in 2012. An analysis of this development is presented in the table below:

			Variation	
Amounts in thousand Euros	2013	2012	Amount	%
Investment income / Share of profits from Associates	(4,382)	(5,885)	1,503	(25.54%)
Income from Participations and Investments	(74)	(136)	62	(45.59%)
Interest Income	(2,442)	(2,697)	255	(9.45%)
Interest Expenses & bank charges	78,484	84,649	<u>(6,165)</u>	(7.28%)
Total Financial Cost – (income)/expenses	<u>71,586</u>	<u>75,931</u>	(4,345)	(5.72%)

With reference to "Investment Income / Share of profits from Associates" for the fiscal year 2013, the amount of Euro 4,382 thousand relates to the Group's share on the combined earnings of the companies "M and M NATURAL GAS A.E.", "KORINTHOS POWER S.A.", "SHELL & MOH AVIATION FUELS S.A." and "RHODES – ALEXANDROUPOLIS PETROLEUM INSTALLATION S.A.". For the fiscal year 2012, the greater part of the amount Euro 5,885 thousand (specifically Euro 4,481 thousand) concerned gains from the acquisition of 26.71% stake in "CYCLON HELLAS" while the remainder related to the Group's share on combined earnings of the companies "M and M NATURAL GAS A.E.", "KORINTHOS POWER S.A.", "SHELL & MOH AVIATION FUELS S.A." "RHODES – ALEXANDROUPOLIS PETROLEUM and INSTALLATION S.A.".

For the fiscal year 2013 the "Income from Participations and Investments" amount of Euro 74 thousand relates to the dividend collected from the fiscal year 2012 earnings of "ATHENS AIRPORT FUEL PIPELINE COMPANY S.A." while for the fiscal year 2012 the amount of Euro 136 thousand concerned the dividend collected from the fiscal year 2011 earnings of the same company.

The financial cost at **Company** level in 2013 amounted to Euro 55,684 thousand decreased by a Euro amount of 6,865 thousand compared to 2012. A breakdown of this variation is presented hereunder:

			Variation		
Amounts in thousand Euros	2013	2012	Amount	%	
Income from Investments	(950)	(983)	33	(3.34%)	
Interest Income	(1,341)	(918)	(423)	45.96%	
Interest Expenses & bank charges	<u>57,975</u>	64,450	<u>(6,475)</u>	(10.05%)	
Total Financial Cost – (income)/expense	<u>55,684</u>	<u>62,549</u>	<u>(6,865)</u>	(10.97%)	

For the fiscal year 2013 the "Income from Investments" amount of Euro 950 thousand (2012 Euro 983 thousand) relates to the dividend collected from the fiscal year 2012 earnings of the companies "OFC AVIATION FUEL SERVICES S.A." and "ATHENS AIRPORT FUEL PIPELINE COMPANY S.A." (please see section "Related Party Transactions").

The decrease of Interest Expenses, both at consolidated and parent company level, is attributed to the gradual and continuous reduction of bank debt which presently constitutes one of the primary goals of the Group.

# 7. Depreciation

The breakdown of the depreciation charge on the various cost accounts at **Group** level is presented in the next table:

Amounts in thousand Euros	2013	2012
Cost of Sales	74,025	71,673
Administrative Expenses	794	1,643
Selling Expenses	18,626	18,188
TOTAL DEPRECIATION	93,445	91,504



The respective breakdown of the depreciation charge on the various cost accounts at **Company** level is presented hereunder:

Amounts in thousand Euros	2013	2012
Cost of Sales	72,061	69,358
Administrative Expenses	175	227
Selling Expenses	7	17
TOTAL DEPRECIATION	72,243	69,602

#### 8. Earnings before Tax

The Earnings before Tax (EBT) of the Group amounted in 2013 to Euro 19,943 thousand compared to Euro 104,221 thousand in 2012.

The Earnings before Tax (EBT) of the Company amounted in 2013 to Euro 23,173 thousand compared to Euro 114,366 thousand in 2012.

#### 9. Income Tax

<u>(In 000's Euros)</u>	GRC	DUP	<b>COMPANY</b>	
	<u>1/1 - 31/12/13</u>	1/1 - 31/12/12	1/1 - 31/12/13	<u>1/1 - 31/12/12</u>
		(as restated)		(as restated)
Corporate tax for the period	1,708	23,235	0	21,128
Tax on Reserves	525	0	510	0
Tax audit differences from prior years	81	258	0	258
	2,314	23,493	510	21,386
Deferred Tax on Comprehensive				
Income	22,176	1,611	17,088	2,028
Deferred Tax on Other				
Comprehensive Income	(76)	(207)	(129)	(60)
Deferred tax	22,100	1,404	16,959	1,968
Tax Recognised Directly in Equity	0	(10)	0	0
Total	24,414	24,887	17,469	23,354

The applicable corporate tax rate on taxable earnings for the fiscal year 2013 is 26% (Law 4110 -Government Gazette A' 17/23.01.2013) whereas for the fiscal year 2012 it was 20% (Law 3943 -Government Gazette A' 66/31.03.2011)

The companies "MOTOR OIL (HELLAS) S.A.", MAKREON S.A.", "OFC AVIATION FUEL SERVICES S.A.", "KORINTHOS POWER S.A.", "R.A.P.I S.A." and "SHELL & MOH AVIATION FUELS A.E." have not been subject to a tax audit for the fiscal year 2010. A tax audit for the fiscal year 2013 is currently under way for all Group companies by the statutory auditors pursuant to Circular 1159/22.07.2011 of the Greek Ministry of Finance. No material tax liabilities are expected as a result of the tax audit of the unaudited fiscal years.

#### **10. Earnings after Tax**

The Group Net Income for fiscal 2013 turned negative (basically due to the deferred tax because of the corporate tax rate becoming 26% from 20%) amounting to losses of Euro 4,547 thousand compared to earnings of Euro 79,117 thousand in 2012.

The Company Earnings after Tax (EAT) for fiscal 2013 amounted to Euro 5,575 thousand compared to Euro 90,952 thousand in 2012.



# II. SHARE PRICE DATA – INFORMATION BULLETIN (ARTICLE 10 OF LAW 3401/2005) – DIVIDEND – DIVIDEND YIELD

The closing price of the share of MOTOR OIL on 31.12.2013 was Euro 8.22 which is 0.24% higher compared to the adjusted closing price on  $31.12.2012^1$ . At its highest, the price of the share reached Euro 9.27 (December  $3^{rd}$ , 2013) and at its lowest it stood at Euro 6.40 (November  $26^{th}$ , 2013). The Volume Weighted Average Price (VWAP) of the share was Euro 8.13 which corresponds to a market capitalization of the Company of Euro 900.67 million. The market capitalization of the Company as of 31.12.2013 amounted to Euro 910.64 million.

An average of 154,944 shares were traded daily corresponding to 0.14% of the number of outstanding Company shares. The average daily turnover amounted to Euro 1,259,750.

During the year as a whole 38,116,324 shares were traded corresponding to 34.40% of the number of outstanding Company shares.

The information bulletin which contains all the information required by article 10 of the Law 3401 / 2005, that is all stock exchange announcements of the Company during the fiscal year 2013, has been included in table format in the Year 2013 Financial Report of the Company according to the provisions of paragraph (a) of article 1 of the Hellenic Capital Market Commission Decision 7/448/11.10.2007.

The management of the Company will propose at the upcoming Annual Ordinary General Assembly of Company shareholders a distribution of an amount totaling Euro 22,156,596 (or Euro 0.20 per share) which will be recognised in the year 2014.

The proposed amount of dividend per share (DPS) for the fiscal 2013 corresponds to a dividend yield of 2.43% based on the closing price of the share on 31.12.2013.

#### **III. PROSPECTS**

The profitability of companies engaging in the sector of "oil refining and marketing of petroleum products" is by and large dependent on the volume of sales as well as on refining margins and the Euro - US Dollar parity. The last two parameters are formed, to a great extent, at international level and hence it is practically impossible to make secure estimates regarding their future development.

With reference to the volume of sales the domestic demand figures per product category (in thousand Metric Tons) during the 2009-2013 period are presented hereunder:

Product Category	2009	2010	2011	2012	2013
Lubricants	122	108	92	84	80
Asphalt	372	269	115	99	126
LPG	308	294	345	386	425
Jet Kero / A1 (Aviation Fuels)	1,216	1,065	1,093	964	967
Gasoline	4,064	3,722	3,337	2,898	2,670
Fuel Oil	4,797	4,179	4,048	3,696	3,265
Gasoils / Diesels					
Heating Gasoil	3,353	2,932	2,883	1,924	935
Automotive Diesel	3,338	2,918	2,594	2,421	2,579
Bunker Gasoil	592	594	527	468	480
TOTAL	18,162	16,081	15,034	12,940	11,527
% Variation over previous year	- 5.6%	-11.5%	-6.5%	-13.9%	-10.9%

<sup>&</sup>lt;sup>1</sup> The adjusted price takes into account the return of capital amount of Euro 0.10/share according to the decision of the Annual Ordinary General Assembly of Company shareholders of June 19<sup>th</sup>, 2013.



From the data presented above it is concluded that the aggregate domestic demand retreated at a diminishing rate in 2013 compared to 2012 and declined to 11.6 million Metric Tons. Over the five year period 2009 - 2013 domestic demand fell cumulatively by 36.5%.

The increase in demand for LPG is accounted for by the use of autogas as alternative fuel for vehicles because of the increase of the Special Consumption Tax applied on gasoline prices (reference is made below).

The drop in the consumption of gasoline started in 2010 when the Special Consumption Tax increased by 63.4% and the decrease continued in the next years because of the reduction of disposable income as a result of the austerity measures adopted by the Greek Government in an attempt to achieve fiscal convergence of the public finances of our country.

Part of the reduction in demand for gasoline was offset in 2013 by the recovery of the consumption of Automotive Diesel on the back of reduced Special Consumption Tax (by 19.90% in 2012) combined with the decision by the Greek Government to lift the prohibition of diesel engine cars in Athens and Thessaloniki (increased new car registrations with diesel engine).

The Special Consumption Tax of Heating Gasoil increased by 186% in 2011 and subsequently by 450% in 2012 (the aggregate increase was 1,471.43% over the 2011-2012 period). These developments led to a sizable decrease off in the consumption of Heating Gasoil as households turned to alterative means for heating.

The weakening demand for fuel oil is partly attributed to the recession woes of the domestic industrial sector and partly to natural gas penetration.

The market share of "MOTOR OIL (HELLAS) S.A." in the domestic market per product category and the total volume of product sales generated by the Company during the last five years are presented in the next tables:

Product Category	2009	2010	2011	2012	2013
LUBRICANTS	37.4%	36.6%	34.8%	46.9%	51.4%
Lubricants Total	37.4%	36.6%	34.8%	46.9%	51.4%
FUELS					
Asphalt	35.1%	33.0%	54.3%	13.2%	27.1%
LPG	22.8%	24.5%	29.2%	22.6%	23.4%
Jet Fuel	0.0%	0.0%	0.0%	8.1%	0.0%
Gasoline	24.2%	28.7%	36.8%	32.4%	37.7%
Fuel Oil	39.7%	28.4%	24.4%	61.1%	55.8%
Diesel (Automotive – Heating)	25.9%	26.9%	31.4%	31.8%	35.3%
Domestic Market Totals (Fuels)	27.1%	27.4%	32.0%	35.0%	37.7%
SHIPPING - AVIATION					
Jet Fuel	8.7%	13.9%	21.3%	27.6%	31.3%
Fuel Oil	22.2%	25.3%	22.6%	23.2%	22.5%
Bunker Gasoil	30.1%	34.6%	29.9%	32.0%	50.5%
Shipping Aviation – Totals	20.3%	24.2%	23.2%	25.2%	25.7%
DOMESTIC MARKET TOTAL	25.4%	26.6%	29.5%	32.1%	34.0%

#### "MOTOR OIL (HELLAS) S.A. Domestic Market share



	2009	2010	2011	2012	2013
Domestic Sales Volume	4,697	4,310	4,495	4,256	4,046
% over previous year	-7.4%	-8.2%	4.3%	-5.3%	-4.9%
Foreign Sales Volume	4,813	5,432	6,261	7,397	7,938
% over previous year	13.3%	12.9%	15.3%	18.1%	7.3%
Total Sales Volume	9,510	9,742	10,756	11,653	11,984
% over previous year	2.0%	2.4%	10.4%	8.3%	2.8%

"MOTOR OIL (HELLAS) S.A.." Total Product Sales Volume (in thousand MT)

From the data presented above it is concluded that during the 2009 - 2013 period the Company managed to increase its market share noticeably enhancing it to 34% in 2013. This development is attributed to the fact that, based on the contribution of its two quality retail station networks, namely, AVIN OIL and CORAL, the percentage drop of Company domestic sales was significantly lower than the percentage the domestic market shrunk as a whole.

Moreover, taking advantage of its exporting orientation, MOTOR OIL (HELLAS) S.A. managed to fully offset the reduction in its domestic sales volume by generating combined volume of product sales (domestic, exports) of 11,984 thousand Metric Tons in 2013 which is a historic high for the Company exceeding significantly the annual production capacity of its Refinery.

The development of the blended profit margin of the **Company** in US Dollars per Metric Ton for the fiscal years 2009, 2010, 2011, 2012 and 2013 is presented hereunder.

Gross Profit Margin (US Dollars / Metric Ton)	2009	2010	2011	2012	2013
Company Blended Profit Margin	46.5	50.3	55.0	41.3	29.0

The main Company objectives in the following years are, firstly, to keep delivering healthy profit margins at the top end of the sector on the back of the higher contribution of the industrial activity utilizing the production flexibility of its highly advanced Refinery, and, secondly, to enhance its market share even more.

Ultimately, with reference to the development of Euro – US Dollar parity it is noted that the Company follows a physical hedging policy (reference is made in the section "foreign currency risk").

# IV. CAPITAL EXPENDITURE

The capital expenditure for the Company in 2013 amounted to Euro 49.3 million.

The largest part (approximately 60%) of the expenditure amount mentioned above was absorbed by the major turnaround maintenance  $\operatorname{program}^2$  effected in the period March – April 2013. This turnaround program included the conversion units of the Refinery, namely, the Hydrocracker Complex and the Fluid Catalytic Cracking complex, both of which contribute greatly to the generation of solid refining margins.

The remainder capital expenditure amount concerned a series of miscellaneous small scale projects relating to the improvement of health and safety conditions of the Refinery, its energy efficiency, the improvement of its environmental terms as well as the attainment of high level of operability and flexibility of production and smooth product movements.

All the major investment projects of the Company have already been completed since 2010. Hence, the amount of capital expenditure for the year 2014 is anticipated at a much lower level the estimate being for Euro 30 million.

<sup>&</sup>lt;sup>2</sup> Major turnaround programs usually take place in five year cycles. The previous maintenance program of similar scale had taken place in 2008 and the relevant amount of capital expenditure was Euro 31.1 million



# V. GROUP STRUCTURE – SUBSIDIARIES & AFFILIATED COMPANIES

# A. Subsidiaries (direct participation – full consolidation)

# 1. AVIN OIL Industrial, Commercial & Maritime Oil Company S.A.

AVIN OIL Industrial, Commercial & Maritime Oil Company S.A. was founded in Athens in 1977 and currently its headquarters are in Maroussi (12A Irodou Attikou str., zip code 151 24). The main activity of the company is the sale of liquid fuels, lubricants and asphalt which have a wide array of applications (transportation, industrial and household use).

Today the share capital of AVIN OIL amounts to Euro 15,709,481 divided into 5,343,361 common registered shares of a nominal value Euro 2.94 each. MOTOR OIL (HELLAS) S.A. is the only shareholder of the company following the purchase of 100% of the shares of AVIN OIL, in March 2002, in the context of a relevant condition set in the process of the introduction of its shares in the Athens Stock Exchange.

The acquisition of AVIN OIL gave MOTOR OIL a strong arm in the retail sector of fuels and lubricants since the acquired company ranks fourth among its competitors in the Greek market with a market share of approximately 10%. The retail network of AVIN OIL totals 500 stations and several representatives all over Greece while at the same time the company owns tank-trucks and employs specialized technical personnel.

The primary objective of AVIN OIL is the qualitative upgrading of its gas station network and the strengthening of its various endeavours. The participation of the company as a founding shareholder in "OFC AVIATION FUEL SERVICES S.A." falls within the context of the above mentioned objective of AVIN OIL.

AVIN OIL sells fuels in the Greek market mainly through storage premises located at Agii Theodori in Corinth. The operations of the premises commenced in 1987 and constitute a modern truck loading terminal fully equipped with safety and environmental protection systems.

The major supplier of AVIN OIL is MOTOR OIL (reference is made in the section "Related Party Transactions").

As of 31.12.2013 the personnel headcount of AVIN OIL was 193 employees.

The company is audited by certified public accountants (Auditing firm DELOITTE, Certified Public Accountant in charge for the year 2013 Mr. Tilemachos Ch. Georgopoulos, Reg. No SOEL - 19271).

AVIN OIL participates by 100% in the companies "MAKREON S.A." and "AVIN AKINITA S.A."

### MAKREON S.A.

The company was founded in April 2007 with headquarters in Maroussi of Athens (12A Irodou Attikou str., zip code 151 24) and duration for 50 years. The objective of the company according to article 2 of its Codified Memorandum and Articles of Association is the establishment and operation of gas outlets in Greece, the marketing of fuels, the provision of catering services in gas outlets territory, the transportation of petroleum products and the engagement in business representation activities for domestic and international corporations which offer similar products, goods and services. Following a Codified Memorandum and Articles of Association amendment effected in June 2011, the objective of the Company includes the installation, maintenance and service of equipment of vehicles using autogas as alternative fuel. Today the share capital of MAKREON S.A. amounts to Euro 4,620,000 divided into 462,000 common registered shares of a nominal value Euro 10 each. The most recent corporate action concerned a cash share capital increase for the amount of Euro 1,510,000 following the decision of the Annual Ordinary General Assembly of MAKREON S.A. dated June 27<sup>th</sup>, 2013. A total of 151,000 new common registered shares were issued of a nominal value and issue price Euro 10 each. All newly issued shares were taken up by AVIN OIL. The share capital increase of MAKREON S.A. was certified by the company Board in its meeting dated July 22<sup>nd</sup>, 2013.



# AVIN AKINITA S.A.

The company was founded in July 2013 with headquarters in Maroussi of Athens (12A Irodou Attikou str., zip code 151 24) and duration for 50 years. The corporate objectives of the company, according to article 2 of its Codified Memorandum and Articles of Association, include the purchase, sale, exploitation, and development of real estate. The company has no activity yet. The initial share capital of the company amounted to Euro 24,000 divided into 2,400 registered shares of nominal value Euro 10 each. The Extraordinary General Assembly of AVIN AKINITA S.A. dated September 16<sup>th</sup>, 2013 decided the cash share capital increase for the amount of Euro 290,000 through the issuance of 29,000 new registered shares of nominal value and issue price Euro 10 each. The share capital increase of AVIN AKINITA S.A. was certified by the company Board in its meeting dated October 8<sup>th</sup>, 2013. As a result, today the share capital of the company amounts to Euro 314,000 divided into 31,400 registered shares of nominal value Euro 10 each.

# 2. CORAL A.E. Oil and Chemicals Company

The company was founded in 1995 following the restructuring of the established in Greece branches in 1926 and 1974 of the English enterprises "Shell Company (Hellas) Limited" and "Shell Chemicals (Hellas) Limited". Today its registered address is at Maroussi (Irodou Attikou 12A street, zip code 151 24). The duration of the company has been defined until 2045. The main activities of CORAL A.E. involve the distribution and marketing of a wide range of oil products, including gasoline, fuel oil, diesel and lubricants through its retail network. Its activities also cover the commercial sector, the chemicals sector (exclusive representative/distributor in Greece of SHELL CHEMICALS from the refineries of which the products are transported with specialised vessels to the CORAL A.E. premises at Perama) as well as the marine sector.

The share capital of CORAL A.E. amounts to Euro 80,150,975.80 divided into 2,730,868 registered shares of nominal value Euro 29.35 each. The sole shareholder of the company is MOTOR OIL (HELLAS) S.A. which on June 30<sup>th</sup>, 2010 announced the finalization of the agreement for the acquisition of all Group SHELL downstream assets in Greece by obtaining, among others, all "SHELL HELLAS A.E." shares from "SHELL OVERSEAS HOLDINGS LTD". Following the completion of the deal the corporate name of "SHELL HELLAS A.E." was changed to "CORAL A.E." while the SHELL retail stations will retain the brand and will continue to sell the SHELL products in accordance with the Trademark Licensing Agreement signed by SHELL OVERSEAS HOLDINGS LTD and MOTOR OIL (HELLAS) S.A.

The retail network of CORAL A.E. totals approximately 700 stations operating in Greece under the SHELL trade mark being the market leader in the automotive gasoline with a market share of 18.8%.

The vision of CORAL is to be the top marketing company of petroleum products in Greece and its strategy is to continually upgrade its services in order to meet the ever-changing needs of the market and its customers, and to differentiate itself from its competitors at all levels.

CORAL A.E. participates by 100% in the companies "ERMES A.E.M.E.E" and "MYRTEA A.E.".

#### ERMES A.E.M.E.E.

Registered address: 12A Irodou Attikou street, 151 24 Maroussi, duration until 2068, share capital: Euro 5,475,800 divided into 54,758 shares of nominal value Euro 100 each.

#### MYRTEA A.E.

Registered address: 12A Irodou Attikou street, 151 24 Maroussi, duration until 2045, share capital: Euro 1,175,000 divided into 23,500 shares of nominal value Euro 50 each.

Both companies mentioned above manage retail sites.

Furthermore, CORAL A.E. participates by 37.49% in the company "RAPI A.E." and by 49% in the company "SHELL & MOH AVIATION FUELS A.E." (information on these companies is included in the following sections).



MOTOR OIL (HELLAS) S.A. is the major supplier of CORAL A.E. (reference is made in the section "Related Party Transactions").

As of 31.12.2013 the personnel headcount of CORAL A.E. was 238 employees.

The company and its subsidiaries are audited by certified public accountants (Auditing firm DELOITTE, Certified Public Accountant in charge for the year 2013 Mr. Tilemachos Ch. Georgopoulos, Reg. No SOEL - 19271).

# 3. CORAL Commercial and Industrial Gas Company

The Company was founded in 1975. Its present registered address is at the Prefecture of Asprorpyrgos of Attika while its headquarters are at Perissos (26-28 George Averof street, zip code: 142 32). The duration of the company has been defined until 2055. According to article 3 of its codified memorandum, the main objective of "CORAL GAS A.E.B.E.Y." is the marketing and distribution of natural gas as well as the manufacturing of LPG cylinders for the packaging and transportation of its goods.

The share capital of "CORAL GAS A.E.B.E.Y." amounts to Euro 8,464,931.15 divided into 2,889,055 registered shares of nominal value 2.93 each. The sole shareholder of the company is MOTOR OIL (HELLAS) S.A. which on June 30<sup>th</sup>, 2010 announced the finalisation of the agreement for the purchase from "SHELL GAS (LPG) HOLDINGS BV" of all "SHELL GAS A.E.B.E.YGRAERION" shares. Following the completion of the deal the corporate name of "SHELL GAS A.E.B.E.Y." was changed to "CORAL GAS A.E.B.E.Y"

Through its 3 depots in Athens, Thessalonica and Ioannina, "CORAL GAS A.E.B.E.Y" supplies more than 1,000,000 customers with reliable and safe Liquefied Petroleum Gas (LPG) products by the means of : a) LPG cylinders for domestic and professional use, b) bulk LPG in tanks for domestic, professional, and industrial customers, c) cartridges, and d) autogas, an environmental friendly and economical alternative fuel for vehicles.

"CORAL GAS A.E.B.E.Y." invests, among others, in the growing market of autogas (an alternative fuel for vehicles) as well as in the introduction of LPG cylinders with the special FLV valve (Flow Limiter Valve), an innovative product that increases the safety level in the Greek LPG market.

As of 31.12.2013 the personnel headcount of CORAL GAS A.E.B.E.Y was 96 employees.

The company is audited by certified public accountants (Auditing firm DELOITTE, Certified Public Accountant in charge for the year 2013 Mr. Tilemachos Ch. Georgopoulos, Reg. No SOEL- 19271).

#### 4. MOTOR OIL (CYPRUS) LIMITED

The company was founded in Nicosia of Cyprus in May 2013. Its major corporate objectives include participating in the share capital of other companies and engaging in commercial activities. MOTOR OIL (CYPRUS) LIMITED has no activity yet.

The initial share capital of the company amounted to Euro 2,000 divided into 2,000 common shares of nominal value Euro 1 each. Following a cash share capital increase for the amount of Euro 48,000 through the issuance of 48,000 new common shares, MOTOR OIL (CYPRUS) LIMITED share capital today amounts to Euro 50,000 divided into 50,000 common shares of nominal value Euro 1 each.



# **B.** Subsidiaries (direct or/and indirect participation – full consolidation)

# **1. OFC AVIATION FUEL SERVICES S.A.**

The company was founded in October 1998 in Athens initially with the corporate name "OLYMPIC FUEL COMPANY S.A." and duration for 24 years (until 6.10.2022). The objective of the company, according to article 3 of its Codified Memorandum and Articles of Association, is to design, finance, construct and operate the aircraft fuel supply system and the storage facilities at the Athens International Airport "Eleftherios Venizelos" at Spata of Attica, as well as to engage in other similar endeavours.

Following the decision of the Extraordinary General Meeting dated 12.12.2000, the headquarters of the company relocated to Spata County and specifically to privately owned premises situated inside the Athens International Airport area on the 5th km of the Spata– Loutsa Avenue. The fixed assets of "OLYMPIC AVIATION FUEL SERVICES S.A." include storage tanks of total capacity 24,000 m<sup>3</sup>, pipelines of total length 14km, 125 fuel supply pits and, a fully automated system to cater for fuel flow control as well as fire and environmental protection (hydrant system). The OFC premises as well as its methods of operation have been certified by IATA (International Air Transport Association), by the Athens International Airport, and by all international and national competent authorities.

Following a decision of the Extraordinary General Assembly dated December 10<sup>th</sup>, 2009 the corporate name of the company was changed to "OFC AVIATION FUEL SERVICES S.A." with trading name "OFC S.A.".

The share capital of "OFC S.A." amounts to Euro 6,708,999.10 divided into 228,586 common registered shares of a nominal value of Euro 29.35 each.

The shareholder structure of the company appears hereunder:

- 46.03% MOTOR OIL (HELLAS) S.A.
- 46.03% AVIN OIL A.V.E.N.E.P.
- 5% SKYTANKING N.V.
- 2.94% HANSA CONSULT INGENIEURE GESSELSCHAFT MBH.

As of 31.12.2013 the personnel headcount of OFC S.A. was 23 employees.

The company is audited by certified public accountants (Auditing firm DELOITTE, Certified Public Accountant in charge for the year 2013 Mr. Tilemachos Ch. Georgopoulos, Reg. No SOEL - 19271).

# C. Other Consolidated Companies (net equity)

# **1. KORINTHOS POWER S.A.**

The company was founded on January 5<sup>th</sup>, 2005 with headquarters in Maroussi (8 Artemidos street, zip code 151 25) and duration for 50 years. The corporate objectives of the company, according to article 4 of its Codified Memorandum and Articles of Association, include the construction, operation and commercial exploitation of a power production unit located at Agii Theodori of Korinthos county.

The share capital of KORINTHOS POWER S.A. amounts to Euro 3,137,600 divided into 313,760 registered shares of a nominal value of Euro 10 each.

The shareholder structure of the company appears hereunder:

- 65% ARGYRITIS LAND INDUSTRIAL AND COMMERCIAL COMPANY OF BASIC METALS S.A. (100% subsidiary of MYTILINEOS HOLDINGS S.A.)
- 35% MOTOR OIL (HELLAS) S.A.



KORINTHOS POWER S.A. possesses a 436.6 MW power generation license and its core asset is a combined cycle power production plant fuelled with natural gas located within the facilities of MOTOR OIL (HELLAS) S.A. at Agii Theodori of Korinthos. KORINTHOS POWER S.A. commenced its business activities in March 2012.

# 2. M and M NATURAL GAS S.A.

The company was founded on August 4<sup>th</sup>, 2010 with headquarters in Maroussi (5-7 Patroklou street, zip code 151 25) and duration for 50 years. According to article 3 of its Codified Memorandum and Articles of Association its corporate objectives include the distribution and marketing of natural gas.

The share capital of "M and M NATURAL GAS S.A." amounts to Euro 2,000,000 divided into 200,000 registered shares of nominal value Euro 10 each.

The shareholder structure of the company appears hereunder:

- 50% MYTILINEOS S.A. GROUP OF COMPANIES
- 50% MOTOR OIL (HELLAS) S.A.

On February 7<sup>th</sup>, 2011 the company obtained a license from the Ministry of Environment, Energy and Climate Change for the supply of natural gas granting it the right to sell natural gas according to the provisions of the Law 3428/2005. The license has duration for 20 years.

# **3. CYCLON HELLAS S.A.**

On 10 April 2012 and pursuant to a relevant decision by the Extraordinary General Assembly dated 29 March 2012, MOTOR OIL (HELLAS) S.A. acquired through the Athens Exchange by the means of a block trade transaction 7,122,222 "CYCLON HELLAS S.A." common registered shares at a price of Euro 0.50 per share. These shares correspond to 26.71% of the share capital of CYCLON HELLAS. The company engages in the retail sector of petroleum products as well as in the production of base and final (packaged) lubricants. CYCLON HELLAS S.A. has a retail network totalling 220 units throughout Greece while its domestic market share is estimated at 3.5%. The company has its own refinery for the production of lubricants in Aspropyrgos where its headquarters are located (124 Megaridos street, zip code 193 00) and it also has fuels storage facilities in New Ikonio at Perama.

The share capital of CYCLON HELLAS S.A. amounts to Euro 12,532,474.80 divided into 26,664,840 common registered shares of nominal value Euro 0.47 each.

CYCLON HELLAS S.A. is listed in the Athens Exchange and is a FTSE/ATHEX Mid – Small Cap index constituent. The closing price of CYCLON HELLAS S.A. share on 31.12.2013 was Euro 0.4910 which corresponds to a company market capitalization of Euro 13.09 million.

# 4. SHELL & MOH AVIATION FUELS A.E.

The company was founded in 2009 following its transformation from a Limited Liability status to Societes Anonymes. Within the same year, the company absorbed the aviation sales arm of "Shell Hellas A.E." and, following a change in its shareholders structure, got its present corporate name in 2010. The duration of the company is for 50 years and its registered address is in Maroussi of Athens (32 Kifissias Avenue, zip code 151 25). According to article 3 of the Codified Memorandum and Articles of Association of the company, its corporate objectives include the trade of aviation fuels as well as the provision of aircraft refuel services. Within this context, apart from the provision of refuel services to its own customers, SHELL & MOH AVIATION FUELS A.E. has entered into business agreements with foreign company members of the Shell International Aviation Trading System for the provision of refuel services to the system customers in airports located in Greece.

The share capital of SHELL & MOH AVIATION FUELS A.E. amounts to Euro 7,547,000 divided into 754,700 shares of nominal value Euro 10 each.



The shareholder structure of the company appears hereunder:

- 51% SHELL OVERSEAS HOLDINGS LIMITED
- 49% CORAL A.E.

As of 31.12.2013 SHELL & MOH AVIATION FUELS A.E. personnel headcount amounted to 9 employees.

The company is audited by certified public accountants (Auditing firm DELOITTE, Certified Public Accountant in charge for the year 2013 Mr. Tilemachos Ch. Georgopoulos, Reg. No SOEL - 19271).

# 5. RHODES ALEXANDROUPOLIS PETROLEUM INSTALLATION S.A.

The company was founded in 1967 in Maroussi of Athens (26 Kifissias Avenue & 2 Paradisou street, zip code 151 25), trading name "R.A.P.I" and duration until 2027. According to article 3 of the Codified Memorandum and Articles of Association of the company, its corporate objective is to manage oil depots at airports.

The most recent corporate action was effected following the resolution of the Extraordinary General Assembly of April 19<sup>th</sup>, 2013 which concerned the decrease of the share capital of the company for a Euro amount of 518,980 through the subsequent reduction of the nominal value of the shares of the company from Euro 39 to Euro 25 and return of capital to the shareholders in cash of Euro 0.14 per share. As a result, today the share capital of "R.A.P.I" amounts to Euro 926,750 divided into 37,070 common registered shares of nominal value Euro 25 each.

The shareholder structure of "R.A.P.I." appears hereunder:

- 62.51% BP Hellenic A.E.
- 37.49% CORAL A.E.

#### **D.** Related Companies

#### **1. ATHENS AIRPORT FUEL PIPELINE COMPANY S.A.**

The company was founded in May 2000 in Maroussi (199 Kifissias Avenue, zip code 151 25) and duration for 50 years. Following the decision of the General Assembly of its shareholders dated February 17<sup>th</sup>, 2011, the registered address of the company relocated to 2 Ergotelous street, zip code 151 24 at Maroussi. The objective of the "ATHENS AIRPORT FUEL PIPELINE COMPANY S.A.", according to article 3 of its Codified Memorandum and Articles of Association, is the execution of all works and activities relating to the design, financing, construction, completion, operation, maintenance and handling of the pipeline and its premises for the carrying of aircraft fuel from the "Hellenic Petroleum" (EL-PE) refinery at Aspropyrgos to the Athens International Airport "Eleftherios Venizelos" at Spata.

The share capital of the "ATHENS AIRPORT FUEL PIPELINE COMPANY S.A" amounts to Euro 5,782,355 divided into 1,973,500 common registered shares for a nominal value of Euro 2.93 each.

The shareholder structure of the company appears hereunder:

- 50% HELLENIC PETROLEUM S.A.
- 34% ATHENS INTERNATIONAL AIRPORT S.A.
- 16% MOTOR OIL (HELLAS) S.A.



# 2. HELLENIC ASSOCIATION OF INDEPENDENT POWER COMPANIES

This company is a civil non profit organisation established in Athens with trading name "ESAH". It was founded in March 2010 by companies engaging in the power production sector with initial share capital of Euro 60,000 and duration for 50 years. The objective of "ESAH" is to promote and study issues in relation to the production, development and distribution of electricity to the final customers. MOTOR OIL (HELLAS) S.A. contributed Euro 10,000 to the formation capital of "ESAH" (a stake of 16.67%).

# E. Other Subsidiaries (direct and indirect participation) - dormant

# 1. AVIN ALBANIA S.A.

The company was founded by AVIN OIL in Tirana of Albania on July 19<sup>th</sup>, 2001. The objectives of the company were the sale of petroleum products and the promotion of AVIN OIL exports to Albania. AVIN ALBANIA was liquidated in February 2013.

# 2. BRODERICO LIMITED

The company was founded by AVIN OIL in Cyprus in 2006. The objectives of the company included engagement in commercial activities, participation to the share capital of other companies and provision of services. BRODERICO was liquidated in September 2013.

# 3. ELEKTROPARAGOGI SOUSSAKI S.A.

The company was founded on November 20<sup>th</sup>, 2008 with headquarters in Maroussi of Athens and duration for 50 years. According to article No. 3 of its Codified Memorandum and Articles of Association its objective is the production, operation and business exploitation of a power production unit at the area SOUSSAKI located at the Korinthos county and also the construction of power production units in Greece and abroad. Furthermore, the company can engage in trading activities with regard to the power generated from these units.

The share capital of the company amounts to Euro 610,000 divided into 6,100 common registered shares of a nominal value of Euro 100 each. These shares belong to the founding shareholders MOTOR OIL (HELLAS) S.A. (shares 2,440 - stake 40%), AVIN OIL (shares 1,830 - stake 30%) and CYCLON HELLAS S.A. (shares 1,830 - stake 30%).

The company possesses a 440MW electricity production license which was granted to it by the Ministry of Environment, Energy and Climate Change in March 2010. The company has no activity yet.

#### 4. NUR – MOH HELIOTHERMAL ENERGY S.A.

The company was founded on May 22<sup>nd</sup>, 2009 with headquarters in Maroussi of Athens (12A Irodou Attikou street, zip code 151 24) and duration until December 31<sup>st</sup>, 2100. The trading name of the company is "NUR-MOH HELIOTHERMAL". According to article 4 of the Codified Memorandum and Articles of Association of the company, its objective is the construction, operation and business exploitation of heliothermal stations in Greece. Furthermore, the company can engage in trading activities with regard to the electric or/and thermal power produced by these stations.

The share capital of "NUR – MOH HELIOTHERMAL ENERGY S.A." amounts to Euro 675,000 divided into 67,500 registered shares of a nominal value of Euro 10 each. These shares belong in equal parts to the founding shareholders MOTOR OIL (HELLAS) S.A. and NUR ENERGIE LTD. The company has no activity yet.



The **Group Structure** is depicted in summary form hereunder (the companies liquidated in 2013 are not included):

Legal Name of Company	Partici	pation	Method of
Legar Name of Company	Direct	Indirect	Consolidation
AVIN OIL A.V.E.N.E.P	100 %		Full Consolidation
CORAL A.E.	100 %		Full Consolidation
ERMES A.E.M.E.E		100 %	Full Consolidation
MYRTEA A.E.		100 %	Full Consolidation
CORAL GAS A.E.B.E.Y	100 %		Full Consolidation
OFC AVIATION FUEL SERVICES S.A.	46.03%	46.03%	Full Consolidation
MAKREON S.A.		100 %	Full Consolidation
MOTOR OIL (CYPRUS) LIMITED	100%		Full Consolidation
AVIN AKINITA S.A.		100 %	Full Consolidation
SHELL & MOH AVIATION FUELS A.E.		49 %	Net Equity
RHODES-ALEXANDROUPOLIS PETROLEUM INSTALLATION S.A.		37.49%	Net Equity
KORINTHOS POWER S.A	35 %		Net Equity
M AND M NATURAL GAS A.E.	50 %		Net Equity
CYCLON HELLAS S.A.	26.71%		Net Equity
ELEKTROPARAGOGI SOUSSAKI S.A.	40 %	38 %	Acquisition Cost
NUR – MOH HELIOTHERMAL S.A.	50 %		Acquisition Cost
ATHENS AIRPORT FUEL PIPELINE COMPANY S.A.	16 %		Acquisition Cost
HELLENIC ASSOCIATION OF INDEPENDENT POWER COs	16.67%		Acquisition Cost

# VI. SHAREHOLDERS - SHARE CAPITAL – BoD AUTHORIZATIONS – ARTICLES OF ASSOCIATION

The major shareholder of MOTOR OIL (HELLAS) S.A. is the legal entity "Petroventure Holdings Limited" with a 40% stake. The holding company "Motor Oil Holdings Ltd" is the controlling shareholder of "Petroventure Holdings Limited".

MOTOR OIL (HELLAS) S.A. has no treasury stock.

The share capital of the Company amounts to Euro 83,087,235 divided into 110,782,980 common registered shares of a nominal value of Euro 0.75 each which have no right to fixed income. The most recent corporate action was effected following the resolution of the Annual Ordinary General Assembly of June 19th, 2013 and concerned the decrease of the share capital of the Company for a Euro amount of 11,078,298 through the subsequent reduction of the nominal value of the shares of the Company from Euro 0.85 to Euro 0.75 and return of capital to the shareholders in cash of Euro 0.10 per share. The Ministry of Development and Competitiveness with its resolution K2-4607/05.07.2013 approved the amendment of the relevant article of the Articles of Association of the Company. November 12<sup>th</sup>, 2013 was defined as the payment commencement date of the return of capital amount to Company shareholders entitled to it. The shares of the Company are listed on the Athens Exchange. It is noted that there are no restrictions as to the sale of shares, there are no shareholders with special control rights and there are no restrictions on voting rights. Furthermore there are no agreements according to the provision of article  $11^{a}$  of the Law 3371/2005, cases (i) and (j), (i.e material agreements put in force, revised or terminated in case of change in the control of the Company as a result of a public offer as well as agreements with BoD members or Company personnel that provide for remuneration in case of retirement without material reason or termination of their term or employment as a result of public offer). Furthermore, it is noted that the BoD or its members have no authority to increase share capital, issue new shares or buy treasury shares. The authorisation for the above mentioned matters lies with the General Shareholders Meeting.

Pursuant to the resolution of the Annual Ordinary General Assembly of June 19<sup>th</sup>, 2013 mentioned earlier, article 3 of the Codified Memorandum of the Company was amended so that its secondary corporate objectives include the provision of the following array of services: Information Technology, human resource management, coordination of operations and organization of companies. The Ministry of Development and Competitiveness with its resolution K2-4607/05.07.2013 approved the amendment of the relevant article of the Articles of Association of the Company. The amended



Codified Memorandum of the Company is available on its website <u>www.moh.gr</u> in the particular menu option: About MOH / Corporate Governance.

With reference to the appointment or replacement of the members of the Board it is provided in the Articles of Association of the Company the capacity of the General Assembly to appoint substitute members. The substitute members of the Board take over in case of death, resignation or loss of identity of other Board members. Moreover, the Company Memorandum provides that in case of death or loss of identity of a Board member, the Board can continue its function and representation of the Company without appointing a replacement. Also the Company Memorandum provides that there is no obligation for the Board of Directors to convene a meeting once a month.

The members of the Board are elected by the General Assembly which, according to the Articles of Association of the Company, is duly convened and decides upon this matter with ordinary quorum and majority. Moreover, the Articles of Association of the Company provide that the responsibility for the issuance of common bond loans may rest (apart from the General Assembly) and on the Board of Directors provided the decision is taken with a majority of at least two thirds (2/3) of its total number of its members.

#### VII. SIGNIFICANT POST BALANCE SHEET EVENTS

There are no events significantly influencing the financial structure or business course of the Group until the time of the writing of the present report.

# VIII. MAJOR SOURCES OF UNCERTAINTY WITH REGARD TO ACCOUNTING ASSESSMENTS

The preparation of the financial statements presumes that various estimations and assumptions are made by the Group's management which possibly affect the carrying values of assets and liabilities and the required disclosures for contingent assets and liabilities as well as the amounts of income and expenses recognized. The use of adequate information and the subjective judgment used are basic for the estimates made for the valuation of assets, liabilities derived from employees benefit plans, impairment of receivables, unaudited tax years and pending legal cases. The estimations are important but not restrictive. The actual future events may differ than the above estimations. The major sources of uncertainty in accounting estimations by the Group's management, concern mainly the legal cases and the financial years not audited by the tax authorities, as described in detail in note 31.

Other sources of uncertainty relate to the assumptions made by the management regarding the employee benefit plans such as payroll increase, remaining years to retirement, inflation rates etc. and other sources of uncertainty is the estimation for the useful life of fixed assets. The above estimations and assumptions are based on the up to date experience of the management and are revaluated so as to be up to date with the current market conditions.

# IX. MANAGEMENT OF FINANCIAL RISKS

#### a. Capital risk management

The Group manages its capital to ensure that Group companies will be able to continue as a going concern while maximising the return to stakeholders through the optimisation of the debt to equity ratio. The capital structure of the Group consists of debt, which includes the borrowings disclosed in note 23, cash and cash equivalents in note 22 and equity attributable to equity holders of the Parent Company, comprising issued capital, share premium, reserves, retained earnings and non-controlling interests as disclosed in notes 26,27,28 and 29 respectively. The Group's management reviews the capital structure on a frequent basis. As a part of this review, management considers the cost of capital and the risks associated with each class of capital. The Group's intention is to balance its overall capital structure through the payment of dividends, as well as the issue of new debt or the repayment of existing debt.



#### **Gearing Ratio**

The Group's management reviews the capital structure on a frequent basis. As part of this review, management considers the cost of capital and the risks associated with each class of capital.

	GRO	UP	COMPANY		
<u>(In 000's Euros)</u>	31/12/2013	31/12/2012	31/12/2013	31/12/2012	
Bank loans	1,048,381	1,183,488	731,278	857,029	
Cash and cash equivalents	(121,690)	(196,436)	(86,000)	(164,881)	
Net debt	926,691	987,052	645,278	692,148	
Equity	521,649	570,827	441,000	480,106	
Net debt to equity ratio	1.77	1.73	1.46	1.44	

The gearing ratio at the year end was as follows:

#### b. Financial risk management

The Group's Treasury function provides services to the business by co-ordinating access to domestic and international financial markets, considering and monitoring financial risks relating to the operations of the Group. These risks include market risk (currency risk, fair value, interest rate risk and price risk), credit risk and liquidity risk. The Group does not enter into or trade financial instruments, including derivative financial instruments for speculative purposes. The Treasury function reports on a frequent basis to the Group's management, which monitors risks and policies implemented to mitigate risk exposures.

#### c. Market risk

Due to the nature of its activities the Group is exposed primarily to the financial risks of changes in foreign currency exchange rates (see (d) below), interest rates (see (e) below) and to the volatility of oil prices mainly due to the obligation to maintain certain level of inventories. The Company addresses the risk resulting from the fluctuation of oil prices by maintaining inventory levels at a minimum. Furthermore, any change in the pertaining refinery margin, denominated in USD, affects the Company's gross margin. There has been no change in the Group's exposure to market risks or the manner in which it manages and measures these risks. Considering the adverse conditions in the oil refining and trading sector, the profitability at Group as well as Company level is regarded as adequate.

#### d. Foreign currency risk

The Group undertakes certain transactions denominated in foreign currencies. Hence, exposures to exchange rate fluctuations may arise. In addition, due to the use of the international Platts prices in USD for oil purchases/sales, the exchange rate of EUR/USD is a significant factor affecting the Company's profit margins. It is the strategy of the Group to minimize foreign currency risks through physical hedging, mostly by monitoring assets and liabilities in foreign currencies.

#### e. Interest rate risk

The Group has access to various major domestic and international financial markets and manages to succeed borrowings with very competitive interest rates and terms. Hence, the operating expenses and cash flows from financing activities are not materially affected by interest rates fluctuations.

Had the current interest rates been 50 basis points higher/lower, all other variables kept constant, the Group's profit for the year ended 31 December 2013 could have decreased/increased by approximately  $\notin$  5.9 million.



# f. Credit risk

The Group's credit risk is primary attributable to its trade and other receivables, as cash and cash equivalents are deposited with well known banks.

The Company's trade receivables are significantly concentrated, due to a limited number of customers comprising a high percentage of the balance. Most of them are international well known oil companies and consequently the credit risk is very limited. None of them exceeds the 10%, of the total year to date sales revenue, during the year. Group companies have signed contracts with their clients, where the product prices are determined according to the corresponding current prices in the international oil market during the year of transactions. In addition the Company, as a policy, obtains letters of guarantee from its clients in order to secure its receivables or has mortgages, which as at 31/12/2013 amounted to  $\in 29,120$  thousand. As far as receivables of the subsidiaries are concerned these are spread in a wide base of customers and consequently there is no material concentration and the credit risk is very limited.

#### g. Liquidity risk

Liquidity risk is managed through the proper combination of cash and cash equivalents and bank loan facilities granted, utilized and unutilized. In order to address such risks, Group's management is in the position to monitor the balance of cash and cash equivalents and to ensure available bank loans facilities. Debt to equity ratio (Group: 2013: 2.01 2012: 2.07 – Company: 2013: 1.66 2012: 1.79).

The following tables present the Group's remaining contractual maturity for its financial liabilities:

			<u>GROUP</u> <u>2013</u>			
<u>(In 000's Euros)</u>	<u>Weighted</u> <u>average</u> <u>effective</u>		2010			
Trade & other payables	interest rate 0.00%	<u>0-6 months</u> 637,275	<u>7-12 months</u> 252	$\frac{2-5 \text{ years}}{0}$	$\frac{5 + \text{years}}{0}$	<u>Total</u> 637,527
Trade & other payables	0.0070	037,275	232	0	0	057,527
Finance Leases	7.13%	11	11	90	0	112
Bank loans	6.23%	296,766	34,401	640,221	76,881	1,048,269
Total		934,052	34,664	640,311	76,881	1,685,908

<u>GROUP</u> <u>2012</u>

	Weighted average					
<u>(In 000's Euros)</u>	effective	0 (	7.12	2.5	5	T. ( . 1
	interest rate	<u>0-6 months</u>	<u>7-12 months</u>	<u>2-5 years</u>	5 + years	Total
Trade & other payables	0.00%	703,195	0	252	0	703,447
Bank loans	5.78%	615,719	53,375	512,718	1,676	1,183,488
Total		1,318,914	53,375	512,970	1,676	1,886,935



The following tables present the **Company's** remaining contractual maturity for its financial liabilities:

<u>COMPANY</u>						
		-	<u>2013</u>			
	Weighted					
<u>(In 000's Euros)</u>	<u>average</u> effective					
Trade & other payables	interest rate 0.00%	<u>0-6 months</u> 586,848	<u>7-12 months</u> 0	<u>2-5 years</u> 0	$\frac{5 + \text{years}}{0}$	<u>Total</u> 586,848
Trade & other payables	0.0070	500,040	0	0	0	500,040
Finance Leases	7.13%	11	11	90	0	112
Bank loans	6.28%	248,669	33,063	449,434	0	731,166
Total		835,528	33,074	449,524	0	1,318,126

#### <u>COMPANY</u> <u>2012</u>

<u>(In 000's Euros)</u>	<u>Weighted</u> <u>average</u> <u>effective</u> <u>interest rate</u>	<u>0-6 months</u>	7-12 months	<u>2-5 years</u>	<u>5 + years</u>	<u>Total</u>
Trade & other payables	0.00%	664,127	0	0	0	664,127
Bank loans Total	5.74%	298,479 <b>962,606</b>	52,537 <b>52,537</b>	506,013 <b>506,013</b>	0 0	857,029 <b>1,521,156</b>

# X. QUALITY - ENVIRONMENT – HEALTH & SAFETY – LABOUR MATTERS

The commitment of the Group to the fulfilment of its main goal, which includes its involvement in the wider energy sector catering for the needs of the society while contributing to the economic and community prosperity, respecting the principles of Sustainable Development and minimizing the impact on the environment resulting from its operations, is reflected by its Policy for Quality, Environmental Protection and Health & Safety.

From the beginning of its operations MOTOR OIL has focused its efforts on the production of products of high quality standards having as a main objective to fulfill the needs of its customers. The aim of the Company is to provide reliable and quality products to its customers by the means of a universal motivation of its management while proactively dealing with potential problems before these arise.

For the above mentioned reasons, the Company initiated in 1992 the planning and development of a Quality Assurance System covering all its activities meeting the requirements of the ISO 9001 standards. The initial certification of the system took place in December 1993. Since then, the Quality System has become an integral part of MOTOR OIL operations.

The restructuring of the above system started in 2002 in order to develop a new Quality Management System meeting the requirements of the new (at the time) standard ISO 9001:2000. The new system of the Company was certified in January 2003 by Bureau Veritas Quality International (BVQI). In November 2009 the system was certified according to the new version of the standard ISO 9001:2008 with validity until February 2012 when its certification was renewed with validity until February 2015.

The commitment of the Company management as well as its personnel to the continuous development of quality is universal. In the context of this commitment the Refinery Chemical Laboratory was accredited with the ISO / IEC 17025 by the National Accreditation System (ESYD) in September 2006 with validity until September 2010. Following a recertification in August 2010 the validity of the certificate has been extended until September 2014.



The adoption of methods and procedures that protect the environment comprise top priority for MOTOR OIL. The Refinery operation conforms to the environmental terms set by the Ministry of Environment Urban Planning & Public Works and the Ministry of Development for the granting of operation license. Furthermore, the Refinery operation is fully harmonized with the most stringent international standards for environmental protection adopting the most advanced processing methods causing the minimum environmental harm possible. The Refinery Environmental Management System was certified with the ISO 14001:1996 initially in December 2000. In March 2007 it was recertified according to the more stringent standard ISO 14001:2004 and validity until January 2010. In March 2010 the system was recertified with validity until January 2013 when its certification was renewed with validity until January 2016.

Furthermore, since July 2007 and given the commitment of the Company to continuous improvement of environmental management and dissemination of information regarding the impact of its operations on the environment, MOTOR OIL has voluntarily and beyond any legal obligation adopted the European Regulation (ER) 761/2001 EMAS (Eco-Management and Audit Scheme) verified by Bureau Veritas and proceeded with the issuance of an annual Environmental Statement. The annual Environmental Statements for the fiscal years 2006 – 2009 were compiled based on the EMAS II 761/2001 regulation while those for the fiscal years 2010, 2011 and 2012 were compiled based on the more recent EMAS III 1221/2009 regulation. MOTOR OIL is registered in the European System of Eco-Management and Audit Scheme while its Refinery is registered in the Hellenic Register of EMAS Registered Organizations.

The triple combination of certifications, ISO 14001:2004 & EMAS with regard to environment, and ISO 9001:2008 with regard to quality, is exceptionally important and is only met in a handful of refineries in Europe with high degree of complexity such as that of the Refinery of MOTOR OIL.

MOTOR OIL has been committed to incorporate the Health and Safety requirements in its planning, decision making and Refinery operation always considering all Stakeholders.

Within the context of this commitment the Health & Safety Management of the Refinery was revised thoroughly and was certified by Bureau Veritas according to the international standard OHSAS 18001:2007 in December 2008. This certification initially had a three year validity and following an audit conducted by Bureau Veritas in November 2011, its validity was renewed until December 2014.

Personnel relations are at a particularly good level. The Company not only complies with the legal requirements, relating to worker participation and the protection of human rights, but also aims to cultivate mutual trust and co-operation. It operates a progressive system of human resources management policies, which enshrines clarity and fairness in matters of recruitment, transfers, promotion, remuneration, education and training, benefits, holidays and other types of leave of absence. The terms and conditions of employment are covered by a collective labor agreement approved by the Ministry of Labor. Refinery employees are unionized, the Union being a signatory to a collective labor agreement with the Federation of Greek Industries since 1986. In 2006 the Company and the Union of Refinery Employees jointly established a supplementary operational employment contractual agreement which they renew each year.

The approach of the Company to a salary policy is to set, manage and review salary levels in a consistent, transparent and objective way. The Company offers competitive and performance-linked remuneration packages.

Besides the basic pay and benefits package, the Company provides to its employees and their families a wide range of discretionary non-wage benefits. These benefits aim to cater for the employees' welfare and insurance beyond the requirements set out by the Law, to strengthen their bonds with the Company, to cultivate cooperation and team spirit, and to assist them to achieve a healthy work/life balance. Among the benefits introduced on the Company's initiative are:

- A life insurance and hospital care program for the employees and their dependant family members.
- A pension scheme.



It is recognized that in such a globalised and highly specialized sector as the one of oil refining and trading, the growth prospects of the Company and the implementation of its business policy are closely associated with the development of the skills and abilities of its employees. To this end, providing training to personnel with regard to aspects of professional skills and personal development is a matter of paramount importance for which the Company allocates significant resources both in terms of money and time. The Company training policy aims to ensure that the educational background and personal skills of each employee suit the requirements of his/her job position the ultimate objective being to provide continuous, responsible, flexible and complete professional training.

# XI. KEY FINANCIAL RATIOS

The basic financial ratios of the Group and the Company are presented hereunder:

	<u>GROUP</u>		<u>COMPANY</u>	
	31/12/2013	31/12/2012	31/12/2013	31/12/2012
Debt to Capital Ratio				
Total Borrowings Total Borrowings + Shareholders' Equity	66.77%	67.46%	62.38%	64.09%
Debt to Equity Ratio				
<u>Total Borrowings</u> Shareholders' Equity	2.01	2.07	1.66	1.79
	GROUP		COMPANY	
	31/12/2013	31/12/2012	31/12/2013	31/12/2012
		(as restated)		(as restated)
Return on Assets (ROA)				
Earnings after Tax (EAT) Total Assets	(0.19)%	3.08%	0.30%	4.38%
Return on Equity (ROE)				
Earnings after Tax (EAT) Shareholders' Equity	(0.87)%	13.85%	1.26%	18.94%
Return on Invested Capital (ROIC)				
<u>Earnings after Tax + Finance Costs</u> Total Net Borrowings + Shareholders' Equity + Provisions	3.60%	9.18%	4.33%	11.83%



# XII. RELATED PARTY TRANSACTIONS

The transactions between the Company and its subsidiaries have been eliminated on consolidation.

Details regarding the transactions of the Company, its subsidiaries and the related parties disclosed as associates are presented hereunder:

GROUP						
Amounts in thousand Euro	Sales of products and services	Other expenses	Dividends	Receivables	Payables	
Subsidiaries:						
ELECTROPARAGOGI SOUSSAKI S.A.	1			1		
Associates:						
SEKAVIN	128,959	1,057		8,343	12	
EAKAA S.A.			74			
R.A.P.I. S.A.	31			1	32	
KORINTHOS POWER S.A.		362			35	
M AND M NATURAL GAS S.A.	511	5		3		
CYCLON S.A.	173,521	4,996		8,853	1,027	
SHELL & MOH AVIATION	119,938	683		3,770	9	
Total	<u>422,961</u>	<u>_7,103</u>	74	<u>20,971</u>	<u>1,115</u>	

COMPANY					
<u>Amounts in thousand Euro</u>	Sales of products and services	Other expenses	Dividends	Receivables	Payables
<u>Subsidiaries:</u>					
AVIN OIL S.A.	473,172	85		38,170	4
ELECTROPARAGOGI SOUSSAKI S.A.	1			1	
OFC AVIATION FUEL SERVICES S.A.	73		876		
MAKREON S.A.		4			
CORAL A.E.	724,405	91,933		21,838	10,972
CORAL GAS A.E.B.E.Y.	23,508	8		1,291	50
Total	1,221,159	92,030	876	61,300	11,026
Associates:					
SHELL & MOH AVIATION	116,654	683		3,613	
SEKAVIN	128,959	1,057		8,343	12
ATHENS AIRPORT FUEL PIPELINE COMPANY S.A.			74	0	
KORINTHOS POWER S.A.	511	5		3	
CYCLON S.A.	168,928	4,241		8,295	968
Total	415,052	5,986	74	20,254	980
Grand Total	<u>1,636,211</u>	<u>98,016</u>	950	<u> </u>	<u>12,006</u>



The sales of goods to associates were made on an arm's length basis.

The amounts outstanding will be settled in cash. An amount of USD 2,500 thousand has been granted by the related party "SEKAVIN S.A." as guarantee.

No provision has been made for doubtful debts in respect of the amounts due from related parties. **Compensation of key management personnel** 

The remuneration of directors and other members of key management for the Group for the period 1/1-31/12/2013 and 1/1-31/12/2012 amounted to  $\notin$  4,620 thousand and  $\notin$  4,743 thousand respectively. (Company: 1/1-31/12/2013:  $\notin$  1,996 thousand, 1/1-31/12/2012:  $\notin$  2,259 thousand)

The remuneration of members of the Board of Directors are proposed and approved by the Annual General Assembly Meeting of the shareholders.

Other short term benefits granted to key management for the Group for the period 1/1-31/12/2013 amounted to  $\notin 272$  thousand and 1/1-31/12/2012 amounted to  $\notin 258$  thousand respectively. (Company: 1/1-31/12/2013:  $\notin 80$  thousand, 1/1-31/12/2012:  $\notin 80$  thousand)

There are no leaving indemnities paid to key management for the Group for the period 1/1-31/12/2013 whereas the respective figure for the comparative period was  $\in 1,127$  thousand.

#### **Directors' Transactions**

There are no other transactions, receivables and/or payables between Group companies and key management personnel.



Maroussi, 21 March 2014

#### THE CHAIRMAN OF THE BoD & MANAGING DIRECTOR

VARDIS J. VARDINOYANNIS

# THE VICE CHAIRMAN

JOHN V. VARDINOYANNIS

# THE DEPUTY MANAGING DIRECTORS

JOHN N. KOSMADAKIS

PETROS T. TZANNETAKIS

NIKOS TH. VARDINOYANNIS

THE MEMBERS OF THE BoD

GEORGE P. ALEXANDRIDIS

MICHAEL – MATHEOS J. STIAKAKIS

THEOFANIS CHR. VOUTSARAS

NIKI D. STOUFI

KONSTANTINOS B. MARAVEAS

ANTONIOS TH. THEOHARIS

# **CORPORATE GOVERNANCE STATEMENT (LAW 3873/2010)**

The present statement that has been compiled according to the provisions of Law 3873/2010 (Government Gazette A' 150/6.9.2010) forms part of the Report of the Board of Directors of the year 2013 of "MOTOR OIL (HELLAS) S.A." as a separate section of it and it is available through the Company's website, <u>www.moh.gr</u>.

Part of the information included in the topics that follow is included in the Report of the Board of Directors and the Notes of the year 2013 Financial Statements of "MOTOR OIL (HELLAS) S.A.".

aa) The legal framework governing the operation of "MOTOR OIL (HELLAS) S.A." and defining its obligations as a company having its registered address in Greece is comprised by Law 2190/1920 on "Societés Anonymes" as this Law is in force following its occasional amendments. Apart from Law 2190/1920, issues such as the objectives of the Company, its corporate goals, its duration, the responsibilities of the Board of Directors and of the General Assemblies, the appointment of Certified Auditors, the liquidation and dissolution of the Company are set at its "Company Memorandum & Articles of Association", available on its website. As a Company the shares of which are listed on the Athens Stock Exchange, "MOTOR OIL (HELLAS) S.A." is under additional obligations pertaining to the specific areas of corporate governance, dissemination of information to the investment community and the supervisory authorities, the publication of financial statements etc. The fundamental law that stipulates and imposes the additional obligations is the Law 3016/2002 (Government Gazette A' 110/17.5.2002), a copy of which is also available on the Company website. Moreover, the Athens Stock Exchange Regulation, available on the website of Hellenic Exchanges Group www.helex.gr, clearly sets forth the obligations of listed companies in conformity to the decisions of the Board of Directors of the Athens Stock Exchange. Lastly, the introduction of Law 3693/2008 (Government Gazette A' 174/25.8.2008) made mandatory for all listed companies the establishment of an Audit Committee.

The Board of Directors of "MOTOR OIL (HELLAS) S.A." compiled, customized and approved the Corporate Governance Code (CGC) of the Company on March 31<sup>st</sup> 2011. This deadline was set by the Hellenic Capital Market Commission with a relevant recommendation sent to all companies with shares listed on the Athens Stock Exchange. Since then, following amendments of the Company Memorandum & Articles of Association as well as additional changes relating to the organization chart of the Company and the composition of its Board, the initial CGC has been revised twice. The Board approval dates of the revised CGC were August 1<sup>st</sup>, 2011 and January 25<sup>th</sup>, 2012 respectively. All versions of the Corporate Governance Code of the Company have been submitted to the Hellenic Capital Market Commission. The present Corporate Governance Code of the Company with the indication "January 2012" is available through the Company's website at the particular option "About MOH / Corporate Governance".

**bb)** No practices additional to those provided by the law are applied as the Board of "MOTOR OIL (HELLAS) S.A." deems the existing institutional and regulatory framework in place in our country as fully adequate. It must be stressed that the Company fulfilled

requirements introduced by the Law 3016/2002 prior to the listing of its shares on the Athens Stock Exchange, such as, indicatively and not exhaustively, the Internal Audit Department (in operation since 1990) as well as the Audit and Remuneration Committees (since 1996). In addition, the balance between executive and non-executive members of the Board of Directors in the case of "MOTOR OIL (HELLAS) S.A." existed before the Law 3016/2002 took effect. Each section of "MOTOR OIL (HELLAS) S.A." Corporate Governance Code (for example: Board of Directors, Remuneration Policy, General Meetings etc.) apart from general reference to the institutional, regulatory and legal framework governing the operation of the Company, offers a brief description of the "best practices of corporate governance" followed by the Company on a timely basis.

With reference to the way of function of the Internal Control and Risk cc) Management - ICRM - Systems of the Company in relation to the process of preparation of Company financial statements, it is hereby mentioned that the reporting system of "MOTOR OIL (HELLAS) S.A." utilizes a professional and highly advanced software for reporting to the top management of the Company and to external users. Comprehensive Income and Financial Position Statements along with other relevant analyses are reported to top management on a monthly basis and are prepared on a stand alone and consolidated basis for management and statutory reporting purposes in accordance to IFRS and the pertaining regulations on a guarterly basis. Both management and statutory reporting include all the necessary information pertinent to an up-to-date controlling system, including sales, costs, operating profit and other details. All management reports include current period data which are compared to the budget that was approved by the BoD and to the Previous Year comparative reporting period. All the statutory interim and year end reporting financial statements are prepared in accordance to IFRS, include all the necessary financial information and disclosures according to IFRS, are respectively reviewed by the Audit Committee and duly approved by the BoD as a whole.

dd) The total number of shares issued by "MOTOR OIL (HELLAS) S.A." are 110,782,980 with a nominal value of Euro 0.75 per share. All shares are common registered shares and besides these no other securities exist, embodying rights to Company control. Each share embodies the right of one vote in the General Assemblies (see next section "ee"). The major shareholder of the Company is the entity under the legal name "Petroventure Holdings Limited" which holds 40.00% of the voting rights of "MOTOR OIL (HELLAS) S.A.". The holding company under the legal name "Motor Oil Holdings Ltd" is the controlling shareholder of "Petroventure Holdings Limited". "Motor Oil Holdings Ltd" directly holds 0.89% of the voting rights of MOTOR OIL (HELLAS) S.A. (based on Share Register data as of December 31<sup>st</sup>, 2013). Consequently, "Motor Oil Holdings Ltd" controls on aggregate (directly and indirectly) 40.89% of the voting rights of MOTOR OIL (HELLAS) S.A. The Company shares are traded on the Athens Stock Exchange and there are no restrictions to their transferability, there are no shareholders with special control rights nor are there any restrictions on voting rights. Furthermore, there are no agreements according to the provisions of article 11a of Law 3371/2005, cases (i) and (j), (i.e., material agreements put in force, revised or terminated in case of change in the control of the Company as a result of a public offer as well as agreements with BoD members or Company personnel that provide for compensation in case of retirement without material reason or termination of their term or

employment as a result of public offer). Furthermore, it is noted that the BoD or its members have no authority on matters of share capital increase, issue of new shares or purchase of treasury shares. The authority on the above mentioned matters lies with the General Assembly of the Shareholders of "MOTOR OIL (HELLAS) S.A.". Amending the Company Memorandum and Articles of Association of "MOTOR OIL (HELLAS) S.A." requires a 2/3 quorum of the paid up share capital of the Company and a decision supported by a 2/3 majority of the present or represented shareholders (see next section "ee").

ee) The General Assembly Meetings of the Shareholders of "MOTOR OIL (HELLAS) S.A." are convened in accordance with the provisions of Law 3884/2010 (Government Gazette A' 168/24.9.2010). As standard practice the notice to the shareholders is released earlier than the 20 day deadline prior to the General Assembly meeting stipulated by the Codified Law 2190/1920 while the article 39 excerpts on minority rights (paragraphs 2, 2a, 4 and 5 of the Codified Law 2190/1920), the comments of the Board of Directors on the items on the agenda, the forms - of - proxy for representation at the General Assembly and the number of Company shares with the corresponding number of voting rights are available on the Company website. Due to the absence of a relevant provision in the Company Memorandum & Articles of Association, electronic or remote participation and voting at the General Assembly or a possible Repeat Assembly is not feasible. By the same token, due to lack of any relevant provision in the Company Memorandum & Articles of Association, the Company does not accept electronic acknowledgments of appointments of shareholder representatives and their revocations. According to article 23 of the Company Memorandum & Articles of Association, the General Assembly of the shareholders is the supreme authority of the Company and is entitled to deliberate on any Company affair or matter. Moreover, the same article provides that the General Assembly is the only authoritative body entitled to deliberate on issues such as, indicatively and not exhaustively, amendments to the Company Memorandum & Articles of Association, election of new BoD members, any increase or decrease of the Company share capital, appointment of Certified Auditors, approval of annual financial statements and distribution of Company earnings, issue of bonds and bond loans<sup>1</sup>. In as much as the General Assembly is convened in conformity to the provisions of Company Memorandum & Articles of Association, its decisions are binding on all shareholders, including those absent and those dissenting. The General Assembly of Company Shareholders convenes regularly once for every fiscal year within six (6) months following this fiscal year's end and extraordinarily whenever the BoD deems necessary. Shareholders may participate in the General Assembly meeting either in person or through a representative. provided the relevant transcripts are submitted to the Company at the latest three (3) days prior to the General Assembly meeting. Shareholders who do not send to the Company the relevant documents within the above deadline participate in the General Assembly only by the latter's permission. Participation in the General Assembly meeting does not require the prior blocking of shares. Shareholder status is verified through a relevant certificate issued by "Hellenic Central Securities Depository - HCSD." and by means of the electronic file listing all shareholders entitled to participate and vote at the General Assembly meeting which "MOTOR OIL (HELLAS) S.A." receives from "HCSD". The General Assembly is at a quorum and lawfully transacts its business on the issues on the agenda insofar as those present or

<sup>&</sup>lt;sup>1</sup> According to article 7 of the Codified Memorandum & Articles of Association of the Company, in cases of common bond loans the responsibility may rest and on the Board of Directors provided the decision is taken with a majority of at least two thirds (2/3) of its total number of its members

represented at the meeting comprise at least 1/5 of the paid up share capital of the Company. If such a quorum is not attained, a Repeat meeting is convened within twenty days that is considered at quorum and lawfully transacts its business on the issues of the original attendance regardless of the percentage of attendees. Decisions on the items of the agenda require simple majority of those shareholders present or represented. According to article 29 of the Company Memorandum & Articles of Association, for decisions involving 1) change of nationality, 2) change of business activity, 3) increase in shareholder obligations, 4) increase of Company share capital, 5) decrease of Company share capital, 6) issuance of a convertible bond loan, 7) change in earnings distribution policy, 8) merger / split / extension of lifetime / dissolution of the Company, 9) amendment of the Company Memorandum & Articles of Association, the Assembly convenes lawfully insofar as present or represented in it are shareholders representing 2/3 of Company paid up share capital. In case such a quorum is not attained, a first Repeat General Assembly meeting is called that is considered being at guorum if 50% of the Company paid up share capital is represented in it. If neither this quorum is attained, a second Repeat General Assembly meeting is called that is considered being at guorum if 20% of Company paid up share capital is represented in it. Voting at General Assembly meetings takes place in an open/overt manner; nevertheless the General Assembly may opt for a secret vote prior to voting on any particular issue. Each share carries the right to one vote. The General Assembly makes its decisions on the basis of absolute majority of present and represented shareholders. Specifically on issues requiring increased quorum, the General Assembly decides on the basis of 2/3 majority of present and represented shareholders.

ff) The Board of Directors is the Company's highest governing body, and, according to article 14 of its Company Memorandum & Articles of Association, may consist of eight (8) up to twelve (12) members elected by the General Assembly of Company shareholders for a one - year term. Members of the Board of Directors may be shareholders or not, as well as "MOTOR OIL (HELLAS) S.A." executives. BoD members may be re-elected indefinitely without limitation and may be freely recalled. Immediately after its election by the General Assembly, the Board of Directors organizes as a Body Corporate and appoints its Chairman, up to two (2) Vice-Chairmen and the Managing Director. The Chairman of the Board of Directors presides over the meetings and, in case he is absent or cannot attend he is substituted by one of the Vice-Chairmen; in case both Vice-Chairmen are absent or cannot attend they are substituted by any member appointed by the BoD. The Chairman, the Vice-Chairmen and the Managing Director may always be re-elected. The Board of Directors holds a meeting whenever the law, the Company Memorandum & Articles of Association and the Company requirements dictate so and is considered to be at quorum and lawfully conducts its business when half the number plus one of its members are present or represented, but the number of present members can never be less than three. The decisions of the Board of Directors are taken on the basis of simple majority of the present and represented members. Each member is entitled to one vote while the Chairman or any person acting as Chairman has no decisive vote at any meeting of the Board of Directors.

According to Article 20 of the Company's Memorandum & Articles of Association of "MOTOR OIL (HELLAS) S.A.", the Board of Directors is entitled to deliberate on any affair, matter, deed or action pertaining to the administration of the Company in general or to the management of Company property, to represent the Company in all its relations and transactions with third parties and to take any action that enhances its goals, including the granting to third parties of Company guarantees on behalf of affiliated or related companies, with the exception of only those matters that, according to the provisions of the Law or the Company Memorandum & Articles of Association, fall within the jurisdiction of the General Assembly. The responsibility of the Directors regarding the management of "MOTOR OIL (HELLAS) S.A." is limited to carrying out their duties and terminates each year following approval of the Company financial statements by the General Assembly and their subsequent discharge from any liability for damages in connection with the financial statements.

The current Board of MOTOR OIL (HELLAS) S.A. is composed as follows:

<u>Name</u>	<b>Board Position</b>	Member Identity*
Vardis J. Vardinoyannis	Chairman and Managing Director	Executive
John V. Vardinoyannis	Vice Chairman	Executive
John N. Kosmadakis	Deputy Managing Director	Executive
Petros Tz. Tzannetakis	Deputy Managing Director	Executive
Nikos Th. Vardinoyannis	Member	Non-executive
George P. Alexandridis	Member	Non-executive
Michael-Matheos Stiakakis	Member	Executive
Theofanis Chr. Voutsaras	Member	Executive
Niki D. Stoufi	Member	Non-executive
Konstantinos V. Maraveas	Member	Non-executive- independent
Antonios Th. Theocharis	Member	Non-executive- independent

\* According to Greek Corporate Governance Law 3016/2002

The Annual Ordinary General Assembly of Company shareholders dated June 19<sup>th</sup>, 2013 elected the above Board members and, subsequently, the Board organized as a Body corporate in its meeting dated June 25<sup>th</sup>, 2013. The independent members were appointed by the General Assembly according to the provisions of the Law 3016/2002. The Company opts to maintain a Board with a number of Directors notably greater than the minimum of 8 provided by the Company Memorandum & Articles of Association so that a wide array and range of knowledge, qualifications and experience conducive to corporate goals are represented in it, at the same time ensuring, to the degree this is feasible, a relative balance between the number of executive and non - executive members. A brief biographical note of every BoD member is available on the Company website. The compensation of the Directors for their services in their capacity as Board members is paid following approval by the Annual Ordinary General Assembly of Company shareholders.

Within the framework of the Board of Directors two (2) three - member committees operate:

- Audit Committee
- Remuneration Committee.

The Audit Committee of "MOTOR OIL (HELLAS) S.A." is composed as follows:

Chairman: G. P. Alexandridis Members: A. Th. Theocharis, K. V. Maraveas Substitute Member: N. D. Stoufi The members of the Audit Committee are appointed by the Annual Ordinary General Assembly Meeting of Company's Shareholders, according to the provisions of the Law 3693/2008, and are sufficiently knowledgeable and experienced on matters of financial reporting, accounting and auditing. The Board of Directors proposal to the General Assembly concerning the appointment of a Certified Public Accountant<sup>2</sup> or Auditing Firm is made following an Audit Committee recommendation.

The responsibilities of the Audit Committee, according to the Law 3693/2008, indicatively and not exhaustively, include:

- monitoring the financial reporting process
- monitoring and ensuring the effective operation of the Internal Control and Risk Management systems
- monitoring and securing the proper operation of the Internal Audit Department
- monitoring the process of the mandatory review of the financial statements on a stand alone and consolidated basis
- monitoring of and following-up on matters relating to the sustained objectivity, impartiality and independence on the part of the Certified Public Accountant.

The Audit Committee assists the Board in a decisive manner to accomplish its duties being the recipient of all reports of the Company's Internal Audit Department, while the Certified Public Accountant or the Auditing Firm report to the Committee on aspects associated with the course and the outcome of statutory audits, submitting a special report on any weakness of the internal control systems, focussing, in particular, on weak points of the process relating to financial reporting and the preparation of financial statements.

The Remuneration Committee of "MOTOR OIL (HELLAS) S.A." is composed as follows:

Chairman: G. P. Alexandridis Members: K. V. Maraveas, A. Th. Theocharis Substitute Member: Th. Chr. Voutsaras

The Remuneration Committee functions in an advisory and supportive manner to the Board according to the authorities granted to it by the latter. It tackles Company personnel recruitment issues and proposes the remuneration policy, including benefits and incentives for the executives and key personnel, at the same time supervising the implementation of this policy.

<sup>&</sup>lt;sup>2</sup> According to article 34 of the Company Memorandum & Articles of Association, Certified Public Accountants may be re-appointed, but not for more than five (5) consecutive fiscal years.



G.E.MI. 272801000 Prefecture of Attica Registration Nr 1482/06/B/86/26 Headquarters: Irodou Attikou 12<sup>A</sup> – 151 24 Maroussi Attica

## **ANNUAL FINANCIAL STATEMENTS**

IN ACCORDANCE WITH INTERNATIONAL FINANCIAL REPORTING STANDARDS THAT HAVE BEEN ADOPTED BY THE EUROPEAN UNION

## FOR THE YEAR 1 JANUARY – 31 DECEMBER 2013

FOR THE GROUP AND THE COMPANY

"MOTOR OIL (HELLAS) CORINTH REFINERIES S.A."



<u>Page</u>

## TABLE OF CONTENTS

Statement of Profit or Loss and other Comprehensive Income for the year ended 31 December 2013	4
Statement of Financial Position as at 31 December 2013	<u>5</u>
Statement of Changes in Equity for the year ended 31 December 2013	<u>6</u>
Statement of Cash Flows for the year ended 31 December 2013	<u>7</u>
Notes to the Financial Statements	
1. General Information	8
2. Adoption of new and revised International Financial Reporting Standards (IFRSs)	
3. Significant Accounting Policies	
4. Revenue	21
5. Operating Segments	21
6. Other Operating Income / (Expenses)	23
7. Profit from Operations	23
8. Investment Income	23
9. Finance Costs	24
10. Income Tax Expenses	
11. Dividends	25
12. Earnings per Share	25
13. Goodwill	25
14. Other Intangible Assets	26
15. Property, Plant and Equipment	
16. Investments in Subsidiaries and Associates	29
17. Available for Sale Investments	31
18. Shares Available For Sale	31
19. Other Non-Current Assets	31
20. Inventories	32
21. Trade and Other Receivables	32
22. Cash and Cash Equivalents	33
23. Borrowings	
24. Deferred Tax	36



25. Trade and Other Payables	37
26. Share Capital	37
27. Reserves	38
28. Retained Earnings	39
29. Non-Controlling Interests	39
30. Establishment of Subsidiaries	39
31. Contingent Liabilities/Commitments	39
32. Obligations under Finance Leases	40
33. Operating Lease Arrangements	
34. Deferred Income	42
35. Related Party Transactions	42
36. Retirement Benefit Plans	43
37. Categories of Financial Instruments	
38. Management of Financial Risks	45
<b>39.</b> Events after the Reporting Period	48

The financial statements of the Group and the Company, set out on pages 1 to 48, were approved at the Board of Directors' Meeting dated Monday March 21, 2014 and are subject to the approval of the Annual Ordinary General Meeting of Company Shareholders.

THE CHAIRMAN OF THE BOARD OF DIRECTORS AND MANAGING DIRECTOR	THE DEPUTY MANAGING DIRECTOR AND CHIEF FINANCIAL OFFICER	THE CHIEF ACCOUNTANT
VARDIS J. VARDINOYANNIS	PETROS T. TZANNETAKIS	THEODOROS N. PORFIRIS



# Statement of Profit or Loss and other Comprehensive Income for the year ended 31 December 2013

<u> Period 1/1 – 31/12/2013</u>	<u>GR</u>	<u>OUP</u>	<u>COMPANY</u>		
In 000's Euros (except for "earnings per share")	<u>Note</u>	1/1-31/12/2013	<u>1/1-31/12/2012</u>	1/1-31/12/2013	1/1-31/12/2012
Operating results			(as restated)		(as restated)
Revenue	4	9,282,339	9,681,883	7,843,683	8,240,260
Cost of sales		(9,037,527)	(9,326,712)	(7,761,581)	(8,041,375)
Gross profit		244,812	355,171	82,102	198,885
Distribution expenses		(174,590)	(185,865)	(38,797)	(47,277)
Administrative expenses		(45,665)	(45,973)	(24,364)	(23,939)
Other operating income / (expenses)	6	66,972	56,819	59,916	49,245
Profit from operations		91,529	180,152	78,857	176,914
Investment income	8	2,516	2,833	2,291	1,902
Share of profit / (loss) in associates	16	4,382	5,885	0	0
Finance costs	9	(78,484)	(84,649)	(57,975)	(64,450)
Profit before tax		19,943	104,221	23,173	114,366
Income taxes	10	(24,490)	(25,104)	(17,598)	(23,414)
Profit after tax		(4,547)	79,117	5,575	90,952
Attributable to Company Shareholders		(4,681)	78,933	5,575	90,952
Non-controlling interest	29	134	184	0	0
Earnings per share basic and diluted (in Euro)	12	(0.04)	0.71	0.05	0.82
Other comprehensive income Items that will not be reclassified subsequently to profit or loss: Actuarial gains / (losses) on defined benefit					
plans	36	(294)	(1,036)	(497)	(301)
Gains / (Losses) from Associates	16	67	(83)	0	0
Share capital increase expenses		(16)	(127)	0	0
Income tax on other comprehensive income		76	217	129	60
		(167)	(1,029)	(368)	(241)
Total comprehensive income		(4,714)	78,088	5,207	90,711
Attributable to Company Shareholders		(4,847)	77,902	5,207	90,711
Non-controlling interest		133	186	0	0



## Statement of Financial Position as at 31 December 2013

<u>(In 000's Euros)</u>	<u>Note</u>	GROUP <u>31/12/2013</u> <u>31/12/2012</u>		COM	PANY
				<u>31/12/2013</u>	<u>31/12/2012</u>
Assets					
Non-current assets					
Goodwill	13	19,305	19,305	0	0
Other intangible assets	14	30,085	33,746	357	265
Property, Plant and Equipment	15	1,083,183	1,104,802	808,594	831,717
Investments in subsidiaries and associates	16	59,243	55,572	169,094	169,044
Available for sale investments	17	937	937	937	937
Other non-current assets	19	38,633	41,542	1,778	1,055
Total	_	1,231,386	1,255,904	980,760	1,003,018
Current assets					
Inventories	20	542,751	651,633	482,793	609,727
Income Taxes		16,333	5,191	16,330	5,188
Trade and other receivables	21	429,362	460,387	289,873	295,510
Shares Available for Sale	18	1,561	0	0	0
Cash and cash equivalents	22	121,690	196,436	86,000	164,881
Total	-	1,111,697	1,313,647	874,996	1,075,306
Total Assets	5	2,343,083	2,569,551	1,855,756	2,078,324
Liabilities					
Non-current liabilities					
Borrowings	23	717,192	514,394	449,524	506,013
Provision for retirement benefit obligation	36	39,441	41,308	32,226	32,678
Deferred tax liabilities	24	73,865	51,765	52,062	35,103
Other non-current liabilities		8,253	7,547	0	0
Other non-current provisions		861	1,439	0	0
Deferred income	34	9,316	5,773	9,316	5,773
Total	-	848,928	622,226	543,128	579,567
Current liabilities	-	,			
Trade and other payables	25	637,527	703,447	586,848	664,127
Provision for retirement benefit obligation	36	1,983	2,956	1,854	2,678
Income taxes		635	171	0	0
Borrowings	23	331,189	669,094	281,754	351,016
Deferred income	34	1,172	830	1,172	830
Total	-	972,506	1,376,498	871,628	1,018,651
Total Liabilities	-	1,821,434	1,998,724	1,414,756	1,598,218
Equity	-	_,,	-,,,,,		
Share capital	26	83,088	94,166	83,088	94,166
Reserves	27	51,082	53,026	47,964	49,982
Retained earnings	28	386,265	422,403	309,948	335,958
Equity attributable to Company		200,200	,		
Shareholders	-	520,435	569,595	441,000	480,106
Non-controlling interest	29	1,214	1,232	0	0
Total Equity	_	521,649	570,827	441,000	480,106
Total Equity and Liabilities	I I	2,343,083	2,569,551	1,855,756	2,078,324



## Statement of Changes in Equity for the year ended 31 December 2013

## <u>GROUP</u>

( <u>In 000's Euros</u> )	<u>Share</u> Capital	<u>Reserves</u>	<u>Retained</u> Earnings	<u>Total</u>	<u>Non-</u> <u>controlling</u> <u>interest</u>	<u>Total</u>
Balance as at 1 January 2012	105,244	47,445	394,395	547,084	1,192	548,276
Return Of Share Capital	(11,078)	0	0	(11,078)	0	(11,078)
Transfer to Reserves	0	859	(859)	0	0	0
Dividends Paid	0	0	(44,313)	(44,313)	(146)	(44,459)
Other Comprehensive Income (as restated) Comprehensive income (as	0	0	(1,031)	(1,031)	2	(1,029)
restated)	0	4,722	74,211	78,933	184	79,117
Balance as at 31 December 2012	94,166	53,026	422,403	569,595	1,232	570,827
Return Of Share Capital	(11,078)	0	0	(11,078)	0	(11,078)
Transfer to retained earnings	0	(1,944)	1,944	0	0	0
Dividends Paid	0	0	(33,235)	(33,235)	(151)	(33,386)
Other comprehensive income	0	0	(166)	(166)	(1)	(167)
Comprehensive income	0	0	(4,681)	(4,681)	134	(4,547)
Balance as at 31 December 2013	83,088	51,082	386,265	520,435	1,214	521,649

## **COMPANY**

( <u>In 000's Euros</u> )	<u>Share</u> capital	<u>Reserves</u>	<u>Retained</u> Earnings	<u>Total</u>
Balance as at 1 January 2012	105,244	44,573	294,969	444,786
Return Of Share Capital	(11,078)	0	0	(11,078)
Transfer to Reserves	0	874	(874)	0
Dividends Paid Other Comprehensive Income (as	0	0	(44,313)	(44,313)
restated) Comprehensive income (as	0	0	(241)	(241)
restated)	0	4,535	86,417	90,952
Balance as at 31 December 2012	94,166	49,982	335,958	480,106
Return of Share Capital	(11,078)	0	0	(11,078)
Transfer to retained earnings	0	(2,018)	2,018	0
Dividends paid	0	0	(33,235)	(33,235)
Other Comprehensive Income	0	0	(368)	(368)
Comprehensive income	0	0	5,575	5,575
Balance as at 31 December 2013	83,088	47,964	309,948	441,000



## Statement of Cash Flows for the year ended 31 December 2013

<u>(In 000's Euros)</u>		<u>GROUP</u>		<u>COMPA</u>	<u>NY</u>
<b>Operating activities</b>	<u>Note</u>	<u>1/1 - 31/12/2013</u>	$\frac{1/1 - 31/12/2012}{(as restated)}$	<u>1/1 - 31/12/2013</u>	$\frac{1/1 - 31/12/2012}{(as restated)}$
Profit before tax		19,943	104,221	23,173	114.366
Adjustments for:		17,745	104,221	25,175	114.500
Depreciation & amortization of non current assets	7	93,445	91,504	72,243	69.602
Provisions		(415)	1,557	(2,299)	(1.338)
Exchange differences		(9,864)	(6,514)	(9,938)	(6.617)
Investment income / (expenses)		(6,762)	(7,787)	(3,620)	(2.340)
Finance costs	9	78,484	84,649	57,975	64.450
Movements in working capital:					
Decrease / (increase) in inventories		108,883	595	126,934	(10.197)
Decrease / (increase) in receivables		30,998	47,543	5,303	28.049
(Decrease) / increase in payables (excluding borrowings)		(53,452)	121,561	(65,996)	135.814
Less:		(55,452)	121,501	(03,990)	155.014
Finance costs paid		(79,153)	(86,556)	(58,332)	(66.195)
Taxes paid		(12,976)	(37,366)	(11,653)	(35.999)
Net cash (used in) / from operating activities (a)		169.131	313,407	133,790	289,595
Investing activities Acquisition of subsidiaries, affiliates, joint-ventures and other investments Purchase of shares Purchase of tangible and intangible assets Proceeds on disposal of tangible and intangible assets Interest received		178 (1,561) (69,160) 214 807	(12,315) 0 (57,494) 2,167 654	(50) 0 (49,287) 3 689	(22.315) 0 (45.271) 0 542
Dividends received	8	74	136	950	983
Net cash (used in) / from investing activities (b)		(69.448)	(66,852)	(47,695)	(66,061)
Financing activities					
Proceeds from borrowings		251,735	430,683	248,800	391.919
Repayments of borrowings		(381,683)	(551,348)	(369,446)	(498.697)
Repayments of finance leases		(17)	(8)	(17)	(8)
Return Of Share Capital		(11,078)	(11,078)	(11,078)	(11.078)
Dividends paid		(33,386)	(44,459)	(33,235)	(44.313)
Net cash (used in) / from financing activities (c)		(174.429)	(176,210)	(164,976)	(162,177)
Net increase / (decrease) in cash and cash equivalents (a)+(b)+(c)		(74,746)	70,345	(78,881)	61.357
Cash and cash equivalents at the beginning of the year	ear	196.436	126,091	164,881	103,524
Cash and cash equivalents at the end of the year		121.690	196,436	86,000	164,881



## Notes to the Financial Statements

## 1. General Information

The parent company of the MOTOR OIL Group (the Group) is the entity under the trade name "Motor Oil (Hellas) Corinth Refineries S.A." (the Company), which is registered in Greece as a public company (Societe Anonyme) according to the provisions of Company Law 2190/1920, with headquarters in Maroussi of Attica, 12A Irodou Attikou street, 151 24. The Group operates in the oil sector with its main activities being oil refining and oil products trading.

Major shareholders of the Company are "Petroventure Holdings Limited" holding 40% and "Doson Investment Company" holding 8.46%.

These financial statements are presented in Euro because that is the currency of the primary economic environment in which the Group operates. The figures of the comparative fiscal year 2012 have been restated where appropriate according to the provisions of the revised IAS 19 "Employees Benefits".

As at 31 December 2013 the number of employees, for the Group and the Company, was 1,766 and 1,216 respectively (31/12/2012: Group: 1,763 persons, Company: 1,201 persons).

## 2. Adoption of new and revised International Financial Reporting Standards (IFRSs)

New standards, amendments of existing standards and interpretations: Specifically new standards, amendment to existing standards and interpretations have been issued, which are obligatory for accounting periods beginning during the present fiscal year or at a future time, and have an impact in the Group's financial data. The Group's appraisal regarding the effects from adopting new standards, amendment to existing standards and interpretations is analyzed below.

#### <u>Amendments to standards being part of the annual improvement program of 2012 of the IASB</u> (International Accounting Standards Board) 2009 – 2011 Cycle.

The following amendments describe the most important changes brought to the IFRS due to the results of the annual improvement program of the IASB published in May 2012. The following amendments shall apply to the annual accounting periods beginning on or after 1 January 2013, unless otherwise indicated. In addition, unless otherwise stated, these amendments are not expected to have a considerable effect on the Group's financial statements.

#### IFRS 1 "First Time Adoption of International Financial Reporting Standards"

The amendments to IFRS 1 permit the repeated application of IFRS 1, borrowing costs on certain qualifying assets.

#### IAS 1 "Presentation of Financial Statements"

The amendments to IAS 1 provide clarification on the requirements of comparative information.

#### IAS 16 "Property Plant & Equipment"

The amendments to IAS 16 provide guidance on the classification of servicing equipment.

#### IAS 32 "Financial Instruments: Presentation"

The amendment clarifies that the tax effects of a distribution to holders of equity instruments should be accounted for in accordance with IAS 12 'Income Taxes'.

#### IAS 34 "Interim Financial Reporting"

The amendment provides clarification on the interim reporting of segment information for total assets in order to enhance consistency with the requirements in IFRS 8 'Operating Segments'.

#### Standards effective from periods beginning on or after January 1, 2013

## **IFRS 1 (Amendment) "First Time Adoption of International Financial Reporting Standards"** (Applicable to annual periods beginning on or after 1 January 2013)

Amends IFRS 1 '*First-time Adoption of International Financial Reporting Standards*', to address how a first-time adopter would account for a government loan with a below-market rate of interest when transitioning to IFRSs. The amendments mirror the requirements for existing IFRS preparers in relation to the application of amendments made to IAS 20 '*Accounting for Government Grants and Disclosure of Government Assistance*' in relation to accounting for government loans.

First-time adopters of IFRSs are permitted to apply the requirements in paragraph 10A of IAS 20 only to new loans entered into after the date of transition to IFRSs. The first-time adopter is required to apply IAS 32 '*Financial Instruments: Presentation*' to classify the loan as a financial liability or an equity instrument at the transition date. However, if it did not, under its previous GAAP, recognizes and measure a government loan at a below-market rate of interest on a basis consistent with IFRS requirements, it would be permitted to apply the previous GAAP carrying amount of the loan at the date of transition as the carrying amount of the loan in the opening IFRS statement of financial position. An entity would then apply IAS 39 or IFRS 9 in measuring the loan after the transition date.

**IFRS 7 (Amendment) "Financial Instruments: Disclosures"** (applies to annual periods beginning on or after 1 January 2013 and interim periods within those periods)

The amendment requires additional information enhancing disclosures about offsetting of financial assets and financial liabilities.

**IFRS 9 "Financial Instruments"** (applies to annual periods beginning on or after 1 January 2017) IFRS 9 is the first Phase of the Board's project to replace IAS 39 and deals with the classification and measurement of financial assets and financial liabilities. The IASB intends to expand IFRS 9 in subsequent phases in order to add new requirements for impairment. The Company is currently investigating the impact of IFRS 9 on its financial statements. The Company cannot currently early adopt IFRS 9 as it has not been endorsed by the EU. Only once approved will the Company decide if IFRS 9 will be adopted prior to 1 January 2017.

**IFRS 9 "Financial Instruments: Hedge accounting and amendments to IFRS 9, IFRS7 and IAS 39"** (effective for annual periods beginning on or after 1 January 2017)

The IASB has published IFRS 9 Hedge Accounting, the third phase of its replacement of IAS 39 which establishes a more principles based approach to hedge accounting and addresses inconsistencies and weaknesses in the current model in IAS 39. The second amendment requires changes in the fair value of an entity's debt attributable to changes in an entity's own credit risk to be recognised in other comprehensive income and the third amendment is the removal of the mandatory effective date of IFRS 9. These amendments have not yet been endorsed by the EU.

**IFRS 10 "Consolidated Financial Statements"** (Applicable to annual reporting periods beginning on or after 1 January 2014)

IFRS 10 replaces in full the instructions related on control and consolidation, as provided in IAS 27 and SIC 12. The new standard is based on the concept of control as a key factor in deciding whether an entity should be consolidated. The standard provides extensive guidance on the three elements that define the concept of control over an entity, and the different ways in which one

entity (investor) can control another entity (investment). It also sets out the principles for the preparation of consolidated financial statements.

On June 2012 IFRS 10 was amended in order to provide additional transition relief in, by limiting the requirement to provide adjusted comparative information to only the preceding comparative period.

Entities early adopting this standard must also adopt the other standards included in the 'suite of five' standards on consolidation, joint arrangements and disclosures: IFRS 10 'Consolidated Financial Statements', IFRS 11 'Joint Arrangements', IFRS 12 'Disclosure of Interests in Other Entities', IAS 27 'Separate Financial Statements' (2011) and IAS 28 'Investments in Associates and Joint Ventures' (2011).

**IFRS 11 "Joint Arrangements"** (Applicable to annual reporting periods beginning on or after 1 January 2014)

IFRS 11 replaces IAS 31 'Interests in Joint Ventures'. It requires a party to a joint arrangement to determine the type of joint arrangement in which it is involved by assessing its rights and obligations and then account for those rights and obligations in accordance with that type of joint arrangement (Joint arrangements are either joint operations or joint ventures). A joint venturer applies the equity method of accounting for its investment in a joint venture in accordance with IAS 28 Investments in Associates and Joint Ventures (2011). Unlike IAS 31, the use of 'proportionate consolidation' to account for joint ventures is not permitted.

On June 2012 IFRS 11 was amended in order to provide additional transition relief in, by limiting the requirement to provide adjusted comparative information to only the preceding comparative period. Further to this the amendment eliminates the requirement to provide comparative information for periods prior to the immediately preceding period. Entities early adopting this standard must also adopt the other standards included in the 'suite of five' standards on consolidation, joint arrangements and disclosures: IFRS 10 'Consolidated Financial Statements', IFRS 11 'Joint Arrangements', IFRS 12 'Disclosure of Interests in Other Entities', IAS 27 'Separate Financial Statements' (2011) and IAS 28 'Investments in Associates and Joint Ventures' (2011).

**IFRS 12 "Disclosure of Interests in Other Entities"** (Applicable to annual reporting periods beginning on or after 1 January 2014)

IFRS 12 focuses on the necessary disclosures of a financial entity, including significant judgmental and hypothetical decisions, that will allow the readers of the financial statements to evaluate the nature, the risks and the consequences, from a financial point of view, that relate with the participation of the financial entity in subsidiaries, associates, joint ventures and non consolidated financial entities.

On June 2012 IFRS 12 was amended in order to provide additional transition relief in, by limiting the requirement to provide adjusted comparative information to only the preceding comparative period. Further to this the amendment eliminates the requirement to provide comparative information for periods prior to the immediately preceding period. A financial entity can adopt some or all of the above disclosures without been obliged to adopt either IFRS 12 in total or the rest of the standards that are included in the "suite of five" standards on consolidation, joint arrangements and disclosures: IFRS 10 'Consolidated Financial Statements', IFRS 11 'Joint Arrangements', IFRS 12 'Disclosure of Interests in Other Entities', IAS 27 'Separate Financial Statements' (2011) and IAS 28 'Investments in Associates and Joint Ventures' (2011).

## **IFRS 10, IFRS 12, IAS 27 "Investment Entities" (Amendment)** (Applicable for periods beginning on or after 1 January 2014)

The amendment provides to 'Investment Entities' (as defined in the standards) an exemption from the consolidation of particular subsidiaries and instead requires that an investment entity measures the investment in each eligible subsidiary at fair value through profit and loss in accordance with IFRS 9 or IAS 39. Further to this the amendment requires additional disclosures about the reasons that the entity is considered an investment entity, details of the entity's unconsolidated subsidiaries and also the nature of the relationship and certain transactions between the investment entity and its subsidiaries. The amendment also requires an investment entity to account for its investment in a relevant subsidiary in the same way in its consolidated and separate financial statements. The standard has not yet been adopted by the European Union.

**IFRS 13 "Fair Value Measurement"** (Applicable to annual reporting periods beginning on or after 1 January 2013)

IFRS 13 provides new guidance on measuring fair value and required disclosures. The requirements of the standard do not expand the use of fair values but provide clarification on their application if their use is binding on other standards. The IFRS 13 provides precise definition of fair value and guidance on measuring fair value and required disclosures, regardless of the model based on making use of fair values. Moreover, the required disclosures have been extended to cover all assets and liabilities measured at fair value, not just financial.

**IAS 19 (Amendment) "Employee Benefits (2011)"** (Applicable to annual reporting periods beginning on or after 1 January 2013)

This amendment introduces substantial changes in the identification and measurement of the cost of defined benefit plans and retirement benefit obligations (abolition of the margin method) and the disclosures of all employee benefits. The main changes relate mainly to the recognition of actuarial gains and losses, the recognition of past service costs, the measurement of pension expense, the required disclosures and the handling costs and taxes associated with defined benefit plans.

**IAS 19 (Amendment) "Employee Benefits (2011)"** (Applicable to annual reporting periods beginning on or after 1 July 2014)

IAS 19 is amended so as to to clarify the requirements that relate to how contributions from employees or third parties that are linked to service should be attributed to periods of service. In addition, it permits a practical expedient if the amount of the contributions is independent of the number of years of service, in that contributions, can, but are not required, to be recognised as a reduction in the service cost in the period in which the related service is rendered.

**IAS 27 (Amendment) "Separate Financial Statements (2011)"** (Applicable to annual reporting periods beginning on or after 1 January 2014)

This standard was published at the same time with IFRS 10, and in conjunction these two standards will replace IAS 27 'Consolidated and Separate Financial Statements'. The amended IAS 27 defines the accounting treatment and the necessary disclosures that entity must include when preparing separate financial statements, relating with its participation in subsidiaries, associates and joint ventures. Requirements necessary for consolidated financial statements are now included in IFRS 10 'Consolidated Financial Statements'. The Standard requires that when an entity prepares separate financial statements, investments in subsidiaries, associates, and jointly controlled entities are accounted for either at cost, or in accordance with IFRS 9 'Financial Instruments' and IAS 39 'Financial Instruments: Recognition and Measurement'. Entities early adopting this standard must also adopt the other standards included in the 'suite of five' standards on consolidation, joint arrangements and disclosures: IFRS 10 'Consolidated Financial Statements', IFRS 12 'Disclosure of Interests in Other Entities', IAS 27 'Separate Financial Statements' (2011) and IAS 28 'Investments in Associates and Joint Ventures' (2011).

**IAS 28 (Amendment)** "**Investments in Associates and Joint Ventures**" (2011) (effective for annual periods beginning on or after 1 January 2014)

This Standard supersedes IAS 28 'Investments in Associates' and prescribes the accounting for investments in associates and sets out the requirements for the application of the equity method when accounting for investments in associates and joint ventures. The Standard defines 'significant influence' and provides guidance on how the equity method of accounting is to be applied (including exemptions from applying the equity method in some cases). It also prescribes how investments in associates and joint ventures should be tested for impairment. The Group will apply this standard as soon as this will become effective and does not expect to have a material impact on the financial statements of the Group or the Company. Entities early adopting this standard must also adopt the other standards included in the 'suite of five' standards on consolidation, joint arrangements and disclosures: IFRS 10 'Consolidated Financial Statements', IFRS 11 'Joint Arrangements', IFRS 12 'Disclosure of Interests in Other Entities', IAS 27 'Separate Financial Statements' (2011) and IAS 28 'Investments in Associates and Joint Ventures' (2011).

**IAS 32 (Amendment) "Financial Instruments: Presentation"** (Applicable to annual periods beginning on or after 1 January 2014)

The amendment to IAS 32 'Financial Instruments', settles inconsistencies in practice when applying the criteria for offsetting financial assets and liabilities in IAS 32 'Financial Instruments: Presentation'.

**IAS 36 (Amendment) "Impairment of Assets"** (Applicable to annual periods beginning on or after 1 January 2014)

Amends IAS 36 "Impairment of Assets" in order to reduce the circumstances in which the recoverable amount of assets or cash-generating units is required to be disclosed, to clarify the disclosures required, and to introduce an explicit requirement to disclose the discount rate used in determining impairment (or reversals) where recoverable amount (based on fair value less costs of disposal) is determined using a present value technique. The standard has not yet been adopted by the European Union.

**IAS 39 (Amendment) "Financial Instruments: Recognition and Measurement"** (Applicable to annual periods beginning on or after 1 January 2014)

Amends IAS 39 "Financial Instruments: Recognition and Measurement" so as to clarify that there is no need to discontinue hedge accounting if a hedging derivative is novated, provided certain criteria are met. A novation indicates an event where the original parties to a derivative agree that one or more clearing counterparties replace their original counterparty to become the new counterparty to each of the parties. In order to apply the amendments and continue hedge accounting, novation to a central counterparty (CCP) must happen as a consequence of laws or regulations or the introduction of laws or regulations. The standard has not yet been adopted by the European Union.

**IFRIC 21 "Levies"** (Applicable to annual periods beginning on or after 1 January 2014)

Provides guidance on when to recognize a liability for a levy imposed by a government, both for levies that are accounted for in accordance with IAS 37 Provisions, Contingent Liabilities and Contingent Assets and those where the timing and amount of the levy is certain.

The Interpretation identifies the obligating event for the recognition of a liability as the activity that triggers the payment of the levy in accordance with the relevant legislation. It provides the following guidance on recognition of a liability to pay levies: a)The liability is recognized progressively if the obligating event occurs over a period of time & b)If an obligation is triggered on reaching a minimum threshold, the liability is recognized when that minimum threshold is reached. The interpretation has not yet been adopted by the European Union.

#### <u>Amendments to standards being part of the annual improvement program of 2013 of the IASB</u> (International Accounting Standards Board) 2010 – 2012 Cycle.

The following amendments describe the most important changes brought to the IFRS due to the results of the annual improvement program of the IASB published in December 2013. The following amendments shall apply to the annual accounting periods beginning on or after 1 July 2014, unless otherwise indicated. In addition, unless otherwise stated, these amendments are not expected to have a considerable effect on the Group's financial statements. The amendments have not yet been endorsed by the E.U.

#### IFRS 2 "Share Based Payments"

Amends the definitions of 'vesting condition' and 'market condition' and adds definitions for 'performance

condition' and 'service condition'

#### **IFRS 3 "Business Combinations"**

The amendment requires contingent consideration that is classified as an asset or a liability to be measured at fair

value at each reporting date.

#### **IFRS 8 "Operating Segments"**

The amendment requires disclosure of the judgements made by management in applying the aggregation criteria to operating segments. Further to this the amendment clarifies that reconciliations of segment assets to total assets are only required if segment assets are reported regularly.

#### IFRS 13 "Fair Value Measurement"

The amendment clarifies that issuing IFRS 13 and amending IFRS 9 and IAS 39 did not remove the ability to measure certain short-term receivables and payables on an undiscounted basis (amends basis for conclusions only)

#### IAS 16 and IAS 38 "Property Plant & Equipment" & "Intangible Assets"

These standards are amended so as to clarify that the gross amount of property, plant and equipment is adjusted in a manner consistent with a revaluation of the carrying amount

#### IAS 24 "Related Party Disclosures"

Clarifies how payments to entities providing management services are to be disclosed.

#### <u>Amendments to standards being part of the annual improvement program of 2013 of the IASB</u> (International Accounting Standards Board) 2011 – 2013 Cycle.

The following amendments describe the most important changes brought to the IFRS due to the results of the annual improvement program of the IASB published in December 2013. The following amendments shall apply to the annual accounting periods beginning on or after 1 July 2014, unless otherwise indicated. In addition, unless otherwise stated, these amendments are not expected to have a considerable effect on the Group's financial statements. The amendments have not yet been endorsed by the E.U.

#### IFRS 1 "First Time Adoption of International Financial Reporting Standards"

Clarify which versions of IFRSs can be used on initial adoption (amends basis for conclusions only)

#### **IFRS 3 "Business Combinations"**

Clarify that IFRS 3 excludes from its scope the accounting for the formation of a joint arrangement in the financial statements of the joint arrangement itself.

#### IFRS 13 "Fair Value Measurement"

Clarify the scope of the portfolio exception in paragraph 52, so that it can be applied to financial assets, financial liabilities and other contracts.

#### IAS 40 "Investment Property"

Clarifying the inter-relationship of IFRS 3 and IAS 40, when classifying property as investment property or owneroccupied property.

## 3. Significant Accounting Policies

The principal accounting policies adopted which are consistent with those of the prior year are set out below:

#### **3.1. Basis of Accounting**

The financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS) which are effective at the date of preparing these financial statements as issued by the International Accounting Standards Board (IASB) and adopted by the European Union (EU).

The financial statements have been prepared on the historical cost basis.

#### **3.2.** Basis of Consolidation

The consolidated financial statements incorporate the financial statements of the Company and the entities controlled by the Company (its subsidiaries) at the end of each respective year. Control is achieved where the Company has the power to govern the financial and operating policies of an investee entity so as to obtain benefits from its activities.

On acquisition, the assets and liabilities and contingent liabilities of a subsidiary are measured at their fair values at the date of acquisition. Any excess of the cost of acquisition over the fair values of the identifiable net assets acquired is recognized as goodwill. Any deficiency of the cost of acquisition below the fair values of the identifiable net assets acquired (i.e. discount on acquisition) is credited to profit and loss in the year of acquisition.

The accounting policies of the subsidiaries are in line with those used by the parent Company.

All intra-group transactions, balances, income and expenses are eliminated on consolidation.

#### **3.3.** Investments in Associates

An associate is an entity over which the Group is in a position to exercise significant influence, but not control or joint control, through participation in the financial and operating policy decisions of the investee. The results, assets and liabilities of associates are incorporated in these financial statements using the equity method of accounting unless these investments are classified as available for sale. Investments in associates are carried in the Statement of Financial Position at cost as adjusted by post-acquisition changes in the Group's share of the net assets of the associate, less any impairment in the value of individual investments. Losses of the associates in excess of the Group's interest in those associates are not recognized.

Profits or losses arising on transactions among associates and companies included in the consolidated accounts are eliminated to the extent of the Group's share in the associates. Losses may be an indication of impairment of the asset, in which case a relevant provision is accounted for.

Investments in subsidiaries and associates are stated in the Company's stand alone Statement of Financial Position at cost and are subject to impairment testing.

#### **3.4. Revenue Recognition**

Revenue is measured at the fair value of the consideration received or receivable and represents amounts receivable for goods and services provided in the normal course of business, net of discounts, VAT and sales related taxes.

Revenue is recognized when goods are delivered and/or ownership has passed.

Interest income is accrued on a time basis, by reference to the principal outstanding and at the effective interest rate applicable, which is the rate that exactly discounts estimated future cash receipts through the expected life of the financial asset to that asset's net carrying amount.

Dividend income from investments is recognized when the shareholders' rights to receive payment have been established.

#### **3.5.** The Group as lessor

Rental income from operating leases is recognized in accordance with the lease agreements as it is considered a more representative method of recognizing the respective income.

The subsidiaries "AVIN OIL S.A.", "CORAL A.E." and "CORAL GAS A.E.B.E.Y.", lease under long-term operating leases (approx. at least 9 years), immovable property for use as gas stations, which in turn are subleased to physical/legal persons for a corresponding period for the operation of fuel and lubricants stations under the "AVIN", "SHELL", "CORAL" and "CORAL GAS" trademarks.

#### **3.6.** The Group as lessee

Assets held under finance leases are recognized as assets of the Group at their fair value at the inception of the lease or, if lower, at the present value of the minimum lease payments. The corresponding liability to the lessor is included in the Statement of Financial Position as a finance lease obligation.

Lease payments are apportioned between finance charges and reduction of the lease obligation so as to achieve a constant rate of interest on the remaining balance of the liability. Finance charges are charged to profit or loss, unless they are directly attributable to qualifying assets, in which case they are capitalized in accordance with the Group's general policy on borrowing costs (see below).

Rentals payable under operating leases are charged to profit or loss and recognized in accordance with the lease agreements as it is considered a more representative method of recognizing the respective expense.

#### **3.7. Foreign Currencies**

In preparing the financial statements of the individual entities, transactions in currencies other than the entity's functional currency (foreign currencies) are recorded at the rates of exchange prevailing on the dates of the transactions. At each Statement of Financial Position date, monetary items denominated in foreign currencies are retranslated at the rates prevailing on the Statement of Financial Position date.

Exchange differences arising on the settlement of monetary items, and on the retranslation of monetary items, are included in profit or loss for the year.

#### **3.8. Borrowing Costs**

Borrowing costs directly attributable to the acquisition, construction or production of qualifying assets, which are assets that necessarily take a substantial period of time to get ready for their intended use or sale, are added to the cost of those assets, until such time as the assets are substantially ready for their intended use or sale. Investment income earned on the temporary investment of specific borrowings pending their expenditure on qualifying assets is deducted from the borrowing costs eligible for capitalization.

All other borrowing costs are recognized in profit or loss in the year in which they are incurred.

#### **3.9. Government Grants**

Government grants towards staff re-training costs are recognized as income over the years necessary to match them with the related costs and are deducted from the related expense.

Government grants relating to property, plant and equipment are treated as deferred income and released to profit and loss over the expected useful lives of the assets concerned.

#### **3.10. Retirement Benefit Costs**

Payments to defined contribution retirement plans are charged as an expense as they fall due. Payments made to state-managed retirement benefit schemes are dealt with as payments to defined contribution plans where the Group's obligations under the plans are equivalent to those arising in a defined contribution retirement benefit plan.

For defined benefit retirement benefit plans, the cost of providing benefits is determined using the Projected Unit Credit Method, with actuarial valuations being carried out at each year end Statement of Financial Position. Actuarial gains and losses are recognized in Other Comprehensive income in the year in which they are incurred.

Past service cost is recognized immediately in the profit or loss to the extent that the benefits are already vested, and otherwise is amortised on a straight-line basis over the average period until the benefits become vested.

The retirement benefit obligation recognized in the Statement of Financial Position represents the present value of the defined benefit obligation as reduced by the fair value of plan assets.

#### 3.11. Taxation

The tax expense represents the sum of the current tax expense and deferred tax expense, plus any additional tax from the prior years' tax audit.

The current tax expense is based on taxable profit for the year. Taxable profit differs from net profit as reported in the Statement of Comprehensive Income because it excludes items of income or expense that are taxable or deductible in other years and it further excludes items that are never taxable or deductible. The Group's current tax expense is calculated using tax rates that have been enacted or will be enacted by the Statement of Financial Position date.

Deferred tax is recognized on differences, between the carrying amounts of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable profit and is accounted for using the Statement of Financial Position liability method. Deferred tax liabilities are generally recognized for all taxable temporary differences and deferred tax assets are recognized to the extent that it is probable that taxable profits will be available against which deductible temporary differences can be utilized. Such assets and liabilities are not recognized if the temporary difference arises from goodwill or from the initial recognition (other than in a business combination) of other assets and liabilities in a transaction that affects neither the tax profit nor the accounting profit. Deferred tax liabilities are recognized for taxable temporary differences arising on investments in subsidiaries and associates, and interests in joint ventures, except where the Group is able to control the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future. Deferred tax assets arising from deductible temporary differences associated with such investments and interests are only recognized to the extent that it is probable that there will be sufficient taxable profits against which to utilize the benefits of the temporary differences and they are expected to reverse in the foreseeable future.

The carrying amount of deferred tax assets is reviewed at each Statement of Financial Position date and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered.

Deferred tax is calculated at the tax rates that are expected to apply in the year when the liability is settled or the asset is realized. Deferred tax is charged or credited in the Statement of Comprehensive Income, except when it relates to items charged or credited directly to equity, in which case the deferred tax is also dealt with in equity.

#### **3.11. Taxation (continued)**

Deferred tax assets and liabilities are offset when there is a legally enforceable right to set off current tax assets against current tax liabilities and when they relate to income taxes levied by the same taxation authority and the Group intends to settle its current tax assets and liabilities on a net basis.

#### 3.12. Goodwill

Goodwill arising on the acquisition of a subsidiary or a jointly controlled entity represents the excess of the cost of acquisition over the Group's interest in the net fair value of the identifiable assets, liabilities and contingent liabilities of the subsidiary or jointly controlled entity recognized at the date of acquisition. Goodwill is initially recognized as an asset at cost and is subsequently measured at cost less any accumulated impairment losses.

For the purpose of impairment testing, goodwill is allocated to each of the Group's cash-generating units expected to benefit from the synergies of the combination. Cash-generating units to which goodwill has been allocated are tested for impairment at each Statement of Financial Position date, or more frequently when there is an indication that the unit may be impaired. If the recoverable amount of the cash-generating unit is less than the carrying amount of the unit, the impairment loss is allocated first to reduce the carrying amount of any goodwill allocated to the unit and then to the other assets of the unit pro-rata on the basis of the carrying amount of each asset in the unit. An impairment loss recognized for goodwill is not reversed in a subsequent period.

On disposal of a subsidiary or a jointly controlled entity, the attributable amount of goodwill is included in the determination of the profit or loss on disposal.

#### 3.13. Internally-generated Intangible Assets-Research and Development Expenditure

Expenditure on research activities is recognized as an expense in the year in which it is incurred.

An internally-generated intangible asset arising from the Group's development is recognized only if all of the following conditions are met:

- an asset is created that can be identified (such as software and new processes);
- it is probable that the asset created will generate future economic benefits; and
- the development cost of the asset can be measured reliably.

Internally-generated intangible assets are amortised on a straight-line basis over their useful lives. Where no internally-generated intangible asset can be recognized, development expenditure is recognized as an expense in the year in which it is incurred.

Subsequent to initial recognition, internally-generated intangible assets are reported at cost less accumulated amortization and accumulated impairment losses, on the same basis as intangible assets acquired separately.

#### **3.14. Other intangible assets**

Other intangible assets include Group's software, the rights to operate gas stations on property leased by the subsidiaries "Avin Oil S.A.", "CORAL A.E." and "CORAL GAS A.E.B.E.Y." the Company's emission rights and furthermore, Service Concession Arrangements for the subsidiary "OFC Aviation Fuel Services S.A.".

These assets are initially recorded at acquisition cost and then amortised, using the straight-line method, based on expected useful lives in respect of software, and in respect of leasing/emission rights, over the year the Group entitled to the rights.

#### 3.14. Other intangible assets (continued)

The useful life of these assets is noted bellow:

	Useful life
Intangible assets	(years)
Software	3 - 8
Leasing Rights (average)	10
Service Concession Arrangements	21

The estimated useful lives of intangible assets, residual values if any and depreciation method are reviewed on a frequent basis, with the effect of any changes in estimate to be accounted for on a prospective basis.

#### 3.15. Property, Plant and Equipment

Land and buildings held for use in the production or supply of goods or services, or for administrative purposes, are stated in the Statement of Financial Position at cost less any subsequent accumulated depreciation.

Assets under construction for production, rental or administrative purposes, or for purposes not yet determined, are carried at cost, less any recognized impairment loss. Cost includes professional fees and, for qualifying assets, borrowing costs capitalized in accordance with the Group's accounting policy.

Depreciation of these assets, on the same basis as other property assets, commences when the assets are ready for their intended use.

Fixtures and equipment are stated at cost less accumulated depreciation and any recognized impairment loss.

Fixed assets under finance leases are depreciated over the same useful lives as the Group owned fixed assets or if shorter over the year as per the finance lease contract.

Depreciation is charged so as to write off the cost or valuation of assets, other than land and properties under construction, over their estimated useful lives, using the straight-line method, on the following bases:

Fixed Asset category	Useful life
	(years)
Land	Indefinite
Buildings	5-40
Plant & machinery	7-30
Transportation equipment	15-20
Fixtures and equipment	4-20

The estimated useful lives, residual values and depreciation method are reviewed on a frequent basis, with the effect of any changes in estimate to be accounted for on a prospective basis.

The gain or loss arising on the disposal or retirement of an asset is determined as the difference between the sales proceeds and the carrying amount of the asset and is recognized in profit or loss.

#### **3.16.** Emission Rights

Emission Rights are accounted under the net liability method, based on which the Company recognizes a liability for emissions when the emissions are made and are in excess of the allowances allocated. Emission Rights acquired in excess of those required to cover the relevant shortages are recognized as expenses. Profit and/or loss arising on sale of emission rights is recognized in the Statement of Comprehensive Income.

#### 3.17. Rights to Interests arising from Decommissioning, Restoration and Environmental Rehabilitation Funds

The Company is a member of IOPC Fund (International Oil Pollution Compensation Fund) an international organization for the protection of the environment from oil pollution. The Company is obliged to pay contributions to this organization in case of a relevant accident. These liabilities are accounted for according to IAS 37 "Provisions, Contingent Liabilities and Contingent Assets" while any refund is accounted for upon receipt.

#### **3.18. Customer Loyalty Programmes**

The Group applies a Customer Loyalty Programme concerning retail sales through gas stations. Retail customers collect bonus points thru purchase of goods and services, which they may then cash to get free gifts based on specific catalogs. The Group applies IFRIC 13 "Customer Loyalty Programmes" accounting for the income from the transaction when the bonus points are cashed and the Group completes its granting obligation. The bonus points valuation granted by the Group from the rewarding of the customer loyalty programme is done at fair value based on a generally accepted method. The cost from the cash of the bonus points is charged in the cost of goods sold.

#### 3.19. Impairment of tangible and intangible assets excluding goodwill

At each Statement of Financial Position date, the Group reviews the carrying amounts of its tangible and intangible assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). Where the asset does not generate cash flows that are independent from other assets, the Group estimates the recoverable amount of the cash-generating unit to which the asset belongs. Recoverable amount is the higher of fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset.

If the recoverable amount of an asset (or cash-generating unit) is estimated to be less than its carrying amount, the carrying amount of the asset (cash-generating unit) is reduced to its recoverable amount. An impairment loss is recognized as an expense immediately, unless the relevant asset is carried at a revalued amount, in which case the impairment loss is treated as a revaluation decrease.

Where an impairment loss subsequently reverses, the carrying amount of the asset (cash-generating unit) is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognized for the asset (cash-generating unit) in prior years. A reversal of an impairment loss is recognized as income immediately, unless the relevant asset is carried at a revalued amount, in which case the reversal of the impairment loss is treated as a revaluation increase.

#### **3.20.** Inventories

Inventories are stated at the lower of cost and net realizable value. Cost comprises direct materials and where applicable, direct labor costs and those overheads that have been incurred in bringing the inventories to their present location and condition. Cost is calculated using the weighted average method. Net realizable value represents the estimated selling price less all estimated costs of completion and costs to be incurred in marketing, selling and distribution.

#### **3.21. Financial Instruments**

Financial assets and financial liabilities are recognized on the Group's Statement of Financial Position when the Group becomes a party to the contractual provisions of the instrument.

#### **3.22. Trade receivables**

Trade receivables are mostly interest free and are stated at their nominal value as reduced by appropriate allowances for estimated irrecoverable amounts.

#### 3.23. Cash and cash equivalents

Cash and cash equivalents comprise cash on hand and demand deposits with original maturity of 3 months or less.

#### **3.24.** Available for sale investments (AFS)

Investments in unlisted equity shares are classified as available for sale and are stated at cost as their fair value cannot be reliably estimated. Dividends on AFS equity instruments are recognized in profit or loss when the Group's right to receive the dividends is established.

#### 3.25. Shares available for sale

Investments in listed companies' shares are classified as short-term available for sale and are valuated at the listed price at the reporting date. Dividends on AFS shares are recognized in profit or loss when the Group's right to receive the dividends is established. Any profit or loss from sale or from valuation of these shares is recognised in profit or loss for the year.

#### **3.26.** Borrowings

Interest-bearing bank loans and overdrafts are recorded according to the amounts received, net of direct issue costs. Finance charges, including premiums payable on settlement or redemption and direct issue costs, are accounted for on an accrual basis to the profit and loss account using effective interest method and are added to the carrying amount of the instrument to the extent that they are not settled in the year in which they arise.

#### 3.27. Trade payables

Trade payables are interest free and are stated at their nominal value.

#### 3.28. Provisions

Provisions are recognized when the Group has a present obligation as a result of a past event, and it is probable that the Group will be required to settle that obligation. Provisions are measured at the Group management's best estimate of the expenditure required to settle the obligation at the Statement of Financial Position date, and are discounted to present value where the effect is material.

Provisions for restructuring costs, if any, are recognized only when the entity has developed a detailed formal plan for the restructuring and have announced details of plan to the involved parties. The measurement of a restructuring provision includes only the direct expenditures arising from the restructuring, which are those amounts that are both necessarily entailed by the restructuring and not associated with the ongoing activities of the entity.

#### 3.29. Main sources of uncertainty in accounting estimations

The preparation of the financial statements presumes that various estimations and assumptions are made by the Group's management which possibly affect the carrying values of assets and liabilities and the required disclosures for contingent assets and liabilities as well as the amounts of income and expenses recognized. The use of adequate information and the subjective judgment used are basic for the estimates made for the valuation of assets, liabilities derived from employees benefit plans, impairment of receivables, unaudited tax years and pending legal cases. The estimations are important but not restrictive. The actual future events may differ than the above estimations. The major sources of uncertainty in accounting estimations by the Group's management, concern mainly the legal cases and the financial years not audited by the tax authorities, as described in detail in note 31.

Other sources of uncertainty relate to the assumptions made by the management regarding the employee benefit plans such as payroll increase, remaining years to retirement, inflation rates etc. and other sources of uncertainty is the estimation for the useful life of fixed assets. The above estimations and assumptions are based on the up to date experience of the management and are revaluated so as to be up to date with the current market conditions.

## 4. Revenue

Sales revenue is analyzed as follows:

	GR	ROUP	COM	PANY
<u>(In 000's Euros)</u>	<u>1/1 - 31/12/13</u>	<u>1/1 - 31/12/12</u>	<u>1/1 - 31/12/13</u>	<u>1/1 - 31/12/12</u>
Sales of goods	9,282,339	9,681,883	7,843,683	8,240,260

The following table provides an analysis of the sales by geographical market (domestic – export) and by category of goods sold (products - merchandise - services):

#### **GROUP**

<u>(In 000's Euros)</u>	<u>1/1 - 31/12/13</u>				<u>1</u>	/1 - 31/12/12	<u>.</u>	
SALES:	DOMESTIC	BUNKERING	EXPORT	TOTAL	DOMESTIC	BUNKERING	EXPORT	TOTAL
Products	1,751,028	522,469	4,355,068	6,628,565	1,868,771	582,236	4,756,455	7,207,462
Merchandise	1,839,303	74,731	731,029	2,645,063	2,033,586	69,580	361,917	2,465,083
Services	8,711	0	0	8,711	9,338	0	0	9,338
Total	3,599,042	597,200	5,086,097	9,282,339	3,911,695	651,816	5,118,372	9,681,883

## **COMPANY**

<u>(In 000's Euros)</u>		_	1/1 - 31/12/13			<u>1</u>	/1 - 30/12/12	2
SALES:	DOMESTIC	BUNKERING	EXPORT	TOTAL	DOMESTIC	BUNKERING	EXPORT	TOTAL
Products	1,751,028	522,469	4,355,068	6,628,565	1,868,771	582,236	4,756,455	7,207,462
Merchandise	454,346	64,493	696,279	1,215,118	613,970	69,580	349,248	1,032,798
Total	2,205,374	586,962	5,051,347	7,843,683	2,482,741	651,816	5,105,703	8,240,260

Based on historical information of the Company and the Group, the percentage of quarterly sales volume varies from 22% to 31% on annual sales volume and thus there is no material seasonality on the total sales volume.

## 5. Operating Segments

All of the Group's activities take place in Greece, given that all Group Companies included in the consolidation, have their headquarters in Greece and no branches abroad.

All operational segments fall under one of three distinct activity categories: Refinery's Activities, Sales to/from Gas Stations and Services.

Segment information is presented in the following table:

## 5. Operating Segments (continued)

#### Statement of Comprehensive Income

Sales to third parties         6.629.467         2.644,161         8,711         0         9.282,339         6,779,075         2.893,470         9.338         0         9,681           Inter-segment sales         1.214,216         799,884         0         (2.014,100)         0         1.461,185         729,521         0         (2.190,706)         9,681           Cost of Sales         (7,761,581)         3.290,706         (5,243)         2.020,003         9.037,527         (8,041,375)         (3,475,891)         (5,469)         2,190,706         9,681           Distribution expenses         (28,797)         (154,260)         0         18,467         (174,590)         (47,277)         (156,985)         (1)         1.8,398         185,7           Other operating income / (expenses)         59,916         32,586         (151)         (25,379)         66,972         49,245         39,348         105         (3),879         56           Segment result from operations         78,857         10,561         2,427         (316)         91,529         176,914         7,248         3,127         (7,137)         180           Investment income         2,291         3,413         17         (3,223)         2,516         1,902         5,937 <td< th=""><th><u>(In 000's Euros)</u></th><th></th><th><u>1/1</u></th><th>-31/12/201</th><th><u>3</u></th><th></th><th></th><th><u>1/1-31/1</u></th><th>2/2012</th><th></th><th></th></td<>	<u>(In 000's Euros)</u>		<u>1/1</u>	-31/12/201	<u>3</u>			<u>1/1-31/1</u>	2/2012		
Sales to third parties       6,629,467       2,644,161       8,711       0       9,282,339       6,779,075       2,893,470       9,338       0       9,681         Total revenue       7,843,683       3,444,045       8,711       2,014,100       0       1,461,185       729,521       0       (2,19,706)       9,338       0       9,681         Cost of Sales       (7,761,581)       (3,290,706)       (5,243)       2,020,03       9,032       244,812       198,885       147,100       3,869       5,317       3555         Gross profit       82,102       153,333       3,468       5,903       244,812       198,885       147,100       3,869       5,317       3555         Other operating income / (expenses)       (24,364)       (21,104)       (890)       693       (45,655)       (23,939)       (22,215)       (846)       1,027       (45,655)         Segment result from operations       78,857       10,561       2,427       (316)       91,529       176,914       7,248       3,127       (7,137)       180         Investment income       2,291       3,431       17       (3,223)       2,516       1,902       5,397       20       (44,460)       2       2       2       3,48	<b>Business Operations</b>			<u>Services</u>		<u>Total</u>			<u>Services</u>		<u>Total</u>
Inter-segment sales         1,214,216         799,884         0         (2,014,100)         0         1,461,185         729,521         0         (2,190,706)         9,681           Total revenue         7,843,683         3,444,045         8,711         (2,014,100)         9,282,339         8,240,260         3,622,991         9,338         (2,190,706)         9,681           Cost of Sales         (7,761,581)         (3,290,706)         (5,243)         2,020,003         (9,037,527)         (8,041,375)         (3,475,891)         (5,469)         2,196,023         (9,326,           Gross profit         82,102         153,333         3,468         5,903         244,812         198,885         147,100         3,869         5,317         355           Distribution expenses         (38,797)         (154,260)         0         18,467         (174,590)         (47,277)         (156,955)         (1)         1.838         (185, 24,326         (23,215)         (846)         1.027         (31,879)         56           Segment result from operations         78,857         10,561         2,427         (316)         91,529         176,914         7,248         3,127         (7,137)         180           Investment income         2,291         3,431							(as restated)	(as restated)	(as restated)		(as restated)
Total revenue         7.843.683         3.444.045         8.711         (2.014,100)         9.282.339         8.240.260         3.62         9.9.08         (2.19,706)         9.681           Cost of Sales         (7.761.581)         (3.290,706)         (5.243)         2.020.003         (9.037,527)         (8.041,375)         (3.475,891)         (5.469)         2.196,023         (9.326, (9.326,037)           Distribution expenses         (38,797)         (154,260)         0         18,467         (174,590)         (47,277)         (156,985)         (1)         18,398         (185, (187)         (45,665)         (23,393)         (22,215)         (846)         1.027         (45, (45,665)         (23,939)         (22,215)         (846)         1.027         (45, (45,665)         (23,939)         (22,215)         (846)         1.027         (45, (45,665)         (23,939)         (22,215)         (846)         1.027         (45, (45,665)         (45,665)         (23,939)         (22,215)         (846)         1.027         (45, (45,075)         (45,665)         (23,939)         (22,215)         (846)         1.027         (45, (45,075)         (44,86)         2.2         (44,86)         2.2         (44,86)         2.2         (151)         (25,379)         66,972         49,285         3,82	Sales to third parties	6,629,467	2,644,161	8,711	0	9,282,339	6,779,075	2,893,470	9,338	0	9,681,883
Cost of Sales         (7,761,581)         (3,290,706)         (5,243)         2,020,003         (9,037,527)         (8,041,375)         (3,475,891)         (5,409)         2,196,023         (9,326, (14,125)         (1,409)         2,196,023         (9,326, (9,326, (9,326, (9,326, (15))           Distribution expenses         (38,797)         (154,260)         0         18,467         (174,590)         (47,277)         (156,985)         (1)         18,398         (185, (31,879)         56           Administrative expenses         (24,364)         (21,104)         (890)         693         (45,665)         (23,939)         (22,215)         (846)         1,027         (45, (45,879)         56           Segment result from operations         78,887         10,561         2,427         (316)         91,529         176,914         7,248         3,127         (7,137)         180           Investment income         2,291         3,431         17         (3,223)         2,516         1,902         5,397         20         (4,486)         2           Finance ofste <t< th=""><td>Inter-segment sales</td><td>1,214,216</td><td>799,884</td><td>0</td><td>(2,014,100)</td><td>0</td><td>1,461,185</td><td>729,521</td><td>0</td><td>(2,190,706)</td><td>0</td></t<>	Inter-segment sales	1,214,216	799,884	0	(2,014,100)	0	1,461,185	729,521	0	(2,190,706)	0
Gross profit         82,102         153,339         3,468         5,903         244,812         198,885         147,100         3,869         5,317         355           Distribution expenses         (38,797)         (154,260)         0         18,467         (174,590)         (47,277)         (156,985)         (1)         18,398         (185, 0 (19,092)         (19,092)         (22,215)         (846)         1,027         (45, 0 (19,092)         (45,665)         (23,939)         (22,215)         (846)         1,027         (45, 0 (19,092)         (49,245)         39,348         105         (31,879)         56           Segment result from operations         78,857         10,561         2,427         (316)         91,529         176,914         7,248         3,127         (7,137)         180           Investment income         2,291         3,431         17         (3,223)         2,516         1,902         5,397         20         (4,486)         2           Share of profit / (loss) in associates         0         0         0         4,382         4,382         0         0         0         5,885         5           Finance costs         (57,975)         (21,438)         (129)         1,058         (78,484)         (64,450	Total revenue	7,843,683	3,444,045	8,711	(2,014,100)	9,282,339	8,240,260	3,622,991	9,338	(2,190,706)	9,681,883
Distribution expenses         (38,797)         (154,260)         0         18,467         (174,590)         (47,277)         (156,985)         (1)         18,398         (18,57)           Administrative expenses         (24,364)         (21,104)         (890)         693         (45,665)         (23,939)         (22,215)         (846)         1,027         (45, 65)           Other operating income / (expenses)         59,916         32,586         (151)         (25,379)         66,972         49,245         39,348         105         (31,879)         56           Segment result from operations         78,857         10,561         2,427         (316)         91,529         176,914         7,248         3,127         (7,137)         180           Investment income         2,291         3,431         17         (3,223)         2,516         1,902         5,397         20         (4,486)         2           Share of profit / (loss) in associates         0         0         0         4,382         4,382         0         0         0         5,885         5           Finance costs         (57,975)         (21,438)         (129)         1,058         (78,484)         (64,450)         (20,779)         (216)         796         <	Cost of Sales	(7,761,581)	(3,290,706)	(5,243)	2,020,003	(9,037,527)	(8,041,375)	(3,475,891)	(5,469)	2,196,023	(9,326,712)
Administrative expenses       (24,364)       (21,104)       (890)       693       (45,665)       (23,939)       (22,215)       (846)       1,027       (45,65)         Other operating income / (expenses)       59,916       32,586       (151)       (25,379)       66,972       49,245       39,348       105       (31,879)       56         Segment result from operations       78,857       10,561       2,427       (316)       91,529       176,914       7,248       3,127       (7,137)       180         Investment income       2,291       3,431       17       (3,223)       2,516       1.902       5,397       20       (44,486)       2         Share of profit / (loss) in associates       0       0       4,382       4,382       0       0       0       5,895       55         Profit before tax       23,173       (7,446)       2,315       1,901       19,943       114,366       (8,134)       2,931       (49,42)       104         Other information       2       2,173       (7,446)       2,315       1,901       19,943       114,366       1,902       654       91         Financial Position       49,287       19,823       50       0       69,160       45,271<	Gross profit	82,102	153,339	3,468	5,903	244,812	198,885	147,100	3,869	5,317	355,171
Other operating income / (expenses)         59,916         32,586         (151)         (25,379)         66,972         49,245         39,348         105         (31,879)         56           Segment result from operations         78,857         10,561         2,427         (316)         91,529         176,914         7,248         3,127         (7,137)         180           Investment income         2,291         3,431         17         (3,223)         2,516         1,902         5,397         20         (4,486)         2           Share of profit / (loss) in associates         0         0         0         43,82         4,382         0         0         0         5,885         5           Finance costs         (57,975)         (21,438)         (129)         1,058         (78,484)         (64,450)         (20,779)         (216)         796         (84,           Profit before tax         23,173         (7,446)         2,315         1,901         19,943         114,366         (8,134)         2,931         (4,942)         104           Other information         49,287         19,823         50         0         69,602         19,346         1,902         654         91           Financial Position <td>Distribution expenses</td> <td>(38,797)</td> <td>(154,260)</td> <td>0</td> <td>18,467</td> <td>(174,590)</td> <td>(47,277)</td> <td>(156,985)</td> <td>(1)</td> <td>18,398</td> <td>(185,865)</td>	Distribution expenses	(38,797)	(154,260)	0	18,467	(174,590)	(47,277)	(156,985)	(1)	18,398	(185,865)
Segment result from operations         78,857         10,561         2,427         (316)         91,529         176,914         7,248         3,127         (7,137)         180           Investment income         2,291         3,431         17         (3,223)         2,516         1,902         5,397         20         (4,486)         2           Share of profit / (loss) in associates         0         0         0         4,382         4,382         0         0         0         5,885         5           Finance costs         (57,975)         (21,438)         (129)         1,058         (78,484)         (64,450)         (20,779)         (216)         796         (84,           Profit before tax         23,173         (7,446)         2,315         1,901         19,943         114,366         (8,134)         2,931         (4,942)         104           Other information           72,243         19,037         1,915         250         93,445         69,602         19,346         1,902         654         91           Financial Position         1,685,725         662,515         25,206         (90,543)         2,282,903         1,908,343         649,278         26,655         (71,234)         <	Administrative expenses	(24,364)	(21,104)	(890)	693	(45,665)	(23,939)	(22,215)	(846)	1,027	(45,973)
Investment income       2,291       3,431       17       (3,223)       2,516       1,902       5,397       20       (4,486)       2         Share of profit / (loss) in associates       0       0       0       4,382       4,382       0       0       0       5,885       5         Finance costs       (57,975)       (21,438)       (129)       1,058       (78,484)       (64,450)       (20,779)       (216)       796       (84,         Profit before tax       23,173       (7,446)       2,315       1,901       19,943       114,366       (8,134)       2,931       (4,942)       104         Other information       72,243       19,823       50       0       69,160       45,271       18,788       243       (6,808)       57         Depreciation/amortization for the period       72,243       19,037       1,915       250       93,445       69,602       19,346       1,902       654       91         Financial Position       3       1,685,725       662,515       25,206       (90,543)       2,282,903       1,908,343       649,278       26,655       (71,234)       2,513         Investments in subsidiaries & associates       169,094       18,244       0       (1	Other operating income / (expenses)	59,916	32,586	(151)	(25,379)	66,972	49,245	39,348	105	(31,879)	56,819
Share of profit / (loss) in associates       0       0       4,382       4,382       0       0       0       5,885       5         Finance costs       (57,975)       (21,438)       (129)       1,058       (78,484)       (64,450)       (20,779)       (216)       796       (84, (84, (84,942)         Profit before tax       23,173       (7,446)       2,315       1,901       19,943       (14,366       (8,134)       2,931       (4,942)       104         Other information       49,287       19,823       50       0       69,160       45,271       18,788       243       (6,808)       57         Depreciation/amortization for the period       72,243       19,037       1,915       250       93,445       69,602       19,346       1,902       654       91         Financial Position       4       4       91,037       1,915       250       93,445       69,602       19,346       1,902       654       91         Segment assets (excluding investments)       1,685,725       662,515       25,206       (90,543)       2,282,903       1,908,343       649,278       26,655       (71,234)       2,513         Investments in subsidiaries & associates       169,094       18,244       0<	Segment result from operations	78,857	10,561	2,427	(316)	91,529	176,914	7,248	3,127	(7,137)	180,152
Finance costs       (57,975)       (21,438)       (129)       1,058       (78,484)       (64,450)       (20,779)       (216)       796       (84,         Profit before tax       23,173       (7,446)       2,315       1,901       19,943       114,366       (8,134)       2,931       (4,942)       104         Other information       49,287       19,823       50       0       69,160       45,271       18,788       243       (6,808)       57         Depreciation/amortization for the period       72,243       19,037       1,915       250       93,445       69,602       19,346       1,902       654       91         Segment assets (excluding investments)       1,685,725       662,515       25,206       (90,543)       2,282,903       1,908,343       649,278       26,655       (71,234)       2,513         Investments in subsidiaries & associates       169,094       18,244       0       (128,095)       59,243       169,044       16,785       0       (130,257)       55         Available for Sale Investments       937       0       0       0       937       0       0       0       0	Investment income	2,291	3,431	17	(3,223)	2,516	1,902	5,397	20	(4,486)	2,833
Profit before tax         23,173         (7,446)         2,315         1,901         19,943         114,366         (8,134)         2,931         (4,942)         104           Other information	Share of profit / (loss) in associates	0	0	0	4,382	4,382	0	0	0	5,885	5,885
Other information       Capital additions       49,287       19,823       50       0       69,160       45,271       18,788       243       (6,808)       57         Depreciation/amortization for the period       72,243       19,037       1,915       250       93,445       69,602       19,346       1,902       654       91         Assets       Segment assets (excluding investments)       1,685,725       662,515       25,206       (90,543)       2,282,903       1,908,343       649,278       26,655       (71,234)       2,513         Investments in subsidiaries & associates       169,094       18,244       0       (128,095)       59,243       169,044       16,785       0       (130,257)       55         Available for Sale Investments       937       0       0       0       937       937       0       0       0	Finance costs	(57,975)	(21,438)	(129)	1,058	(78,484)	(64,450)	(20,779)	(216)	796	(84,649)
Capital additions       49,287       19,823       50       0       69,160       45,271       18,788       243       (6,808)       57         Depreciation/amortization for the period       72,243       19,037       1,915       250       93,445       69,602       19,346       1,902       654       91         Financial Position       72,243       19,037       1,915       250       93,445       69,602       19,346       1,902       654       91         Assets       55       55       55       55       55       55       55       55       55       55       55       55       57       55       55       55       55,243       1,908,343       649,278       26,655       57       55	Profit before tax	23,173	(7,446)	2,315	1,901	19,943	114,366	(8,134)	2,931	(4,942)	104,221
Depreciation/amortization for the period       72,243       19,037       1,915       250       93,445       69,602       19,346       1,902       654       91         Financial Position       Assets       Segment assets (excluding investments)       1,685,725       662,515       25,206       (90,543)       2,282,903       1,908,343       649,278       26,655       (71,234)       2,513         Investments in subsidiaries & associates       169,094       18,244       0       (128,095)       59,243       169,044       16,785       0       (130,257)       55         Available for Sale Investments       937       0       0       0       937       937       0       0       0	Other information										
Financial Position         Assets         Segment assets (excluding investments)       1,685,725       662,515       25,206       (90,543)       2,282,903       1,908,343       649,278       26,655       (71,234)       2,513         Investments in subsidiaries & associates       169,094       18,244       0       (128,095)       59,243       169,044       16,785       0       (130,257)       55         Available for Sale Investments       937       0       0       0       937       937       0       0       0	Capital additions	49,287	19,823	50	0	69,160	45,271	18,788	243	(6,808)	57,494
Assets       Segment assets (excluding investments)       1,685,725       662,515       25,206       (90,543)       2,282,903       1,908,343       649,278       26,655       (71,234)       2,513         Investments in subsidiaries & associates       169,094       18,244       0       (128,095)       59,243       169,044       16,785       0       (130,257)       55         Available for Sale Investments       937       0       0       0       937       937       0       0       0	Depreciation/amortization for the period	72,243	19,037	1,915	250	93,445	69,602	19,346	1,902	654	91,504
Segment assets (excluding investments)       1,685,725       662,515       25,206       (90,543)       2,282,903       1,908,343       649,278       26,655       (71,234)       2,513         Investments in subsidiaries & associates       169,094       18,244       0       (128,095)       59,243       169,044       16,785       0       (130,257)       55         Available for Sale Investments       937       0       0       0       937       0       0       0	Financial Position										
Investments in subsidiaries & associates       169,094       18,244       0       (128,095)       59,243       169,044       16,785       0       (130,257)       55         Available for Sale Investments       937       0       0       0       937       0       0       0       937       0       0       0       0	Assets										
Available for Sale Investments         937         0         0         937         937         0         0         0	Segment assets (excluding investments)	1,685,725	662,515	25,206	(90,543)	2,282,903	1,908,343	649,278	26,655	(71,234)	2,513,042
	Investments in subsidiaries & associates	169,094	18,244	0	(128,095)	59,243	169,044	16,785	0	(130,257)	55,572
	Available for Sale Investments	937	0	0	0	937	937	0	0	0	937
Total assets         1,855,756         680,759         25,206         (218,638)         2,343,083         2,078,324         666,063         26,655         (201,491)         2,569	Total assets	1,855,756	680,759	25,206	(218,638)	2,343,083	2,078,324	666,063	26,655	(201,491)	2,569,551
Liabilities	Liabilities										
Total liabilities         1,414,756         494,519         9,601         (97,442)         1,821,434         1,598,218         471,667         11,137         (82,298)         1,998	Total liabilities	1,414,756	494,519	9,601	(97,442)	1,821,434	1,598,218	471,667	11,137	(82,298)	1,998,724

## 6. Other Operating Income / (Expenses)

<u>(In 000's Euros)</u>	GROUP		<b>COMPANY</b>		
	<u>1/1-31/12/13</u>	1/1-31/12/12	<u>1/1-31/12/13</u>	1/1-31/12/12	
		(as restated)			
Foreign exchange differences – (losses)	(87,889)	(102,575)	(84,444)	(97,721)	
Foreign exchange differences – gains	103,152	106,357	99,942	102,325	
Income from services rendered	40,593	33,004	38,337	36,778	
Rental Income	4,468	3,138	336	324	
Other Income/(Expenses)	6,648	16,895	5,745	7,539	
Total	66,972	56,819	59,916	49,245	

## 7. Profit from Operations

Profit from operations for the Company and the Group includes as well the following debits/(credits):

<u>(In 000's Euros)</u>	GRO	DUP	COMPA	ANY_
	<u>1/1-31/12/13</u>	<u>1/1-31/12/12</u>	<u>1/1-31/12/13</u> 1	/1-31/12/12
		(as restated)		(as restated)
Amortization of intangible assets	4,584	5,040	77	661
Depreciation of property, plant and				
equipment	<u>88,861</u>	<u>86,464</u>	<u>72,166</u>	<u>68,941</u>
Total depreciation / amortization	93,445	91,504	72,243	69,602
Government grants amortisation	(2,053)	(830)	(2,053)	(830)
Impairment loss recognized on trade				
receivables (note 21)	3,100	4,039	0	500
Personnel salaries and other benefits	91,415	93,210	66,018	67,179
Employer's contribution	25,755	22,280	17,783	13,185
Provision for retirement benefit obligation				
(note 36)	2,924	8,824	2,526	5,828
Total payroll costs	120,094	124,314	86,327	86,192

The audit fees for the fiscal year 2013 amounted to  $\in$  820 thousand for the Group and  $\in$  305 thousand for the company.

## 8. Investment Income

Investments income is analyzed as follows:

<u>(In 000's Euros)</u>	GRO	DUP	<b>COMPANY</b>	
	<u>1/1-31/12/13</u>	<u>1/1-31/12/12</u>	<u>1/1-31/12/13</u>	<u>1/1-31/12/12</u>
Interest received	2,401	2,697	1,341	919
Dividends received	74	136	950	983
Other Investment Income	41	0	0	0
Total investment income	2,516	2,833	2,291	1,902

## 9. Finance Costs

<u>(In 000's Euros)</u>	GROUP COMPAN		PANY	
	<u>1/1-31/12/13</u>	<u>1/1-31/12/12</u>	<u>1/1-31/12/13</u>	<u>1/1-31/12/12</u>
Interest on long-term borrowings	42,676	31,088	31,985	24,751
Interest on short-term borrowings	26,732	39,032	17,947	26,250
Interest on finance leases	4	0	4	0
Other interest expenses	9,072	14,529	8,039	13,449
Total finance cost	78,484	84,649	57,975	64,450

## **10.** Income Tax Expenses

<u>(In 000's Euros)</u>	GRO	DUP	COME	PANY
	<u>1/1 - 31/12/13</u>	<u>1/1 – 31/12/12</u>	<u>1/1 - 31/12/13</u>	<u>1/1 - 31/12/12</u>
		(as restated)		(as restated)
Current corporate tax for the period	1,708	23,235	0	21,128
Tax on Reserves	525	0	510	0
Tax audit differences from prior years	81	258	0	258
	2,314	23,493	510	21,386
Deferred Tax on Comprehensive		·		<u> </u>
Income	22,176	1,611	17,088	2,028
Deferred Tax on Other				
Comprehensive Income	(76)	(207)	(129)	(60)
Deferred tax (note 24)	22,100	1,404	16,959	1,968
Tax Recognised Directly in Equity	0	(10)	0	0
Total	24,414	24,887	17,469	23,354

Current corporate income tax is calculated at 26% on the tax assessable profit for the period 1/1-31/12/2013 and at 20% for the comparative period.

The Group's and the Company's total income tax rate for the year can be reconciled to the accounting profit as follows:

(In 000's Euros)	GRO	DUP	<u>COMI</u>	PANY
	<u>1/1-31/12/13</u>	<u>1/1-31/12/12</u>	<u>1/1-31/12/13</u>	<u>1/1-31/12/12</u>
		(as restated)		(as restated)
Tax at the corporate income tax rate	26.0%	20.0%	26.0%	20.0%
Tax effects from:				
Tax audit differences	0.4%	0.2%	0.0%	0.2%
Reserves Taxation	2.6%	0.0%	2.2%	0.0%
Tax effect of non tax deductible expenses	11.9%	0.8%	3.9%	0.4%
Tax effect of tax free income	-0.2%	-0.4%	-1.1%	-0.2%
Other effects (deferred taxation - change in tax		2.20/		0.00/
rate)	81.7%	3.3%	44.3%	0.0%
Effective tax rate for the year	122.4%	23.9%	75.3%	20.4%

## 11. Dividends

Dividends to shareholders are proposed by management at each year end and are subject to approval by the Annual General Assembly Meeting. Dividends relating to the previous year (1/1-31/12/2012) amounted to  $\in$  0.30 per share or amount of  $\in$  33,234,894 and were paid within July 2013. Furthermore, for the maximization of shareholders' return, the Board of Directors proposed and the Annual Ordinary General Meeting of June 19, 2013 approved the return of share capital of  $\in$  11,078,298 ( $\in$  0.10 per share) through the respective decrease of the share nominal value. The share capital return was paid on November 12, 2013. The Management of the Company proposes to the coming Annual General Assembly Meeting to be held within June 2014, the distribution of total gross dividends for 2013 of  $\in$  22,156,596 ( $\in$  0.20 per share).

## 12. Earnings per Share

The calculation of the basic earnings per share attributable to the ordinary equity holders is based on the following data:

	GROUP		COM	<b>IPANY</b>
	<u>1/1-31/12/13</u>	$\frac{1/1-31/12/12}{(as restated)}$	<u>1/1-31/12/13</u>	$\frac{1/1-31/12/12}{(as restated)}$
Earnings attributable to Company Shareholders (in 000's Euros)	(4,547)	(as restated) 78,933	5,575	(as restated) 90,952
Weighted average number of ordinary shares for the purposes of basic earnings per share	110,782,980	110,782,980	110,782,980	110,782,980
Earnings per share, basic and diluted in €	(0.04)	0.71	0.05	0.82

## 13. Goodwill

Goodwill for the Group as at 31 December 2013 was  $\in$  19,305 thousand. Goodwill concerns the subsidiaries "AVIN OIL S.A." and "CORAL GAS A.E.B.E.Y.". The Group performs on an annual basis impairment test on Goodwill from which no need for impairment has arisen.

<u>(In 000's Euros)</u>	31/12/2012	Additions	31/12/2013
Goodwill	19,305	0	19,305

## 14. Other Intangible Assets

The carrying amount of other intangible assets represents software purchases, rights to operate gas stations on leasehold property and service concession arrangements. The movement during years 1/1/2012 - 31/12/2012 and 1/1/2013 - 31/12/2013 is presented in the following table.

		<u>GROUP</u>			COMPANY	
<u>(In 000's Euros)</u>	Software	Rights	Total	Software	Rights	Total
COST						
As at 1 January 2012	23,277	54,478	77,755	10,460	5,129	15,589
Additions	1,573	1,989	3,562	219	582	801
Disposals	(312)	(238)	(550)	(12)	0	0
Transfers	325	0	325	0	0	0
As at 31 December 2012	24,863	56,229	81,092	10,667	5,711	16,390
Additions	974	153	1,127	164	0	164
Write off	(4)	(205)	(209)	0	0	0
Disposals	0	(5,711)	(5,711)	0	(5,711)	(5,711)
Transfers	4	0	4	5	0	5
As at 31 December 2013	25,837	50,466	76,303	10,836	0	10,848
DEPRECIATION						
As at 1 January 2012	21,300	21,556	42,856	10,335	5,129	15,464
Charge for the year	860	4,180	5,040	79	582	661
Disposals	(312)	(238)	(550)	(12)	0	0
As at 31 December 2012	21,848	25,498	47,346	10,402	5,711	16,125
Charge for the year	1,011	3,573	4,584	77	0	77
Disposals	0	(5,711)	(5,711)	0	(5,711)	(5,711)
Write off	(1)	0	(1)	0	0	0
As at 31 December 2013	22,858	23,360	46,218	10,479	0	10,491
CARRYING AMOUNT					<u>.</u>	
As at 31 December 2012	3,015	30,731	33,746	265	0	265
As at 31 December 2013	2,979	27,106	30,085	357	0	357

Rights in the table above include rights to operate gas stations on property leased by the subsidiaries, "Avin Oil S.A.", "CORAL A.E." and "CORAL GAS A.E.B.E.Y." and the service concession arrangements that concern concession rights for the use of land and installations for aviation fuel by the subsidiary "OFC Aviation Fuel Services S.A.". In the current fiscal year the Group has no internally generated intangible assets from research and development.

## 15. Property, Plant and Equipment

The movement in the **Group's** fixed assets during years 1/1/2012 - 31/12/2012 and 1/1/2013 - 31/12/2013 is presented below:

<u>GROUP</u>	Land and	Plant & machinery / Transportation		Assets under	Equipment under finance lease	
<u>(In 000's Euros)</u> COST	buildings	means	equipment	construction	at cost	Total
	112 110	1 260 051	62,891	62 021	1 024	1 902 205
As at 1 January 2012	413,418	1,260,951	,	<b>63,921</b>	1,024	1,802,205
Additions	6,449	6,522	3,861	37,100	0	53,932
Disposals	(753)	(6,459)	(3,093)	(1)	0	(10,306)
Transfers	14,040	56,377	1,218	(71,960)	0	(325)
As at 31 December 2012	433,154	1,317,391	64,877	29,060	1,024	1,845,506
Additions	3,991	6,796	4,006	53,111	129	68,033
Disposals	(114)	(1,492)	(784)	(138)	0	(2,528)
Transfers	2,862	19,117	281	(22,263)	0	(3)
As at 31 December 2013	439,893	1,341,812	68,380	59,770	1,153	1,911,008
DEPRECIATION	· · · · · · · · · · · · · · · · · · ·	· · ·			-	<u> </u>
As at 1 January 2012	88,744	534,762	37,279	0	1,014	661,799
Charge for the year	9,406	73,170	3,878	0	10	86,464
Disposals	(480)	(4,271)	(2,808)	0	0	(7,559)
Transfers	Ó	326	(326)	0	0	0
As at 31 December 2012	97,670	603,987	38,023	0	1,024	740,704
Charge for the year	9,410	75,461	3,973	0	17	88,861
Disposals	(32)	(1,059)	(649)	0	0	(1,740)
Transfers	0	68	(68)	0	0	0
As at 31 December 2013	107,048	678,457	41,279	0	1,041	827,825
CARRYING AMOUNT						
As at 31 December 2012	335,484	713,404	26,854	29,060	0	1,104,802
As at 31 December 2013	332,845	663,355	27,101	59,770	112	1,083,183

## 15. Property, Plant and Equipment (continued)

The movement in the **Company's** fixed assets during years 1/1/2012 - 31/12/2012 and 1/1/2013 - 31/12/2013 is presented below:

<u>COMPANY</u> (In 000's Euros)	Land and buildings	Plant & machinery / Transportation means	Fixtures and equipment	Assets under construction	Equipment under finance lease at cost	Total
COST						
As at 1 January 2012	167,292	1,103,568	19,222	46,426	1,024	1,337,532
Additions	329	8,877	628	34,637	0	44,471
Disposals	(1)	(419)	(1,330)	0	0	(1,750)
Transfers	10,210	52,042	350	(62,602)	0	0
As at 31 December 2012	177,830	1,164,068	18,870	18,461	1,024	1,380,253
Additions	1,106	1,551	1,002	45,335	129	49,123
Disposals	0	(72)	(176)	0	0	(248)
Transfers	1,717	17,375	71	(19,168)	0	(5)
As at 31 December 2013	180,653	1,182,922	19,767	44,628	1,153	1,429,123
DEPRECIATION						
As at 1 January 2012	21,988	444,236	14,092	0	1,014	481,330
Charge for the year	3,436	64,350	1,145	0	10	68,941
Disposals	0	(414)	(1,321)	0	0	(1,735)
As at 31 December 2012	25,424	508,172	13,916	0	1,024	548,536
Charge for the year	3,570	67,463	1,116	0	17	72,166
Disposals	0	(15)	(158)	0	0	(173)
As at 31 December 2013	28,994	575,620	14,874	0	1,041	620,529
CARRYING AMOUNT						
As at 31 December 2012	152,406	655,896	4,954	18,461	0	831,717
As at 31 December 2013	151,659	607,302	4,893	44,628	112	808,594

In addition, the Company's obligations under finance leases are secured by the lessor's title to the leased assets, which have a carrying amount of  $\in$  112 thousand (31/12/2012:  $\in$  0 thousand).

## 16. Investments in Subsidiaries and Associates

Details of the Group's and the Company's subsidiaries and associates are as follows:

Name	<u>Place of incorporation</u> <u>and operation</u>	<u>Proportion of</u> ownership interest	<u>Principal activity</u>	<u>Consolidation</u> <u>Method</u>
AVIN OIL S.A.	Greece, Maroussi of Attika	100%	Petroleum Products	Full
MAKREON S.A.	Greece, Maroussi of Attika	100%	Trading, Transportation, Storage & Agency of Petroleum Products	Full
ABIN AKINHTA S.A.	Greece, Maroussi of Attika	100%	Real Estate	Full
CORAL A.E. OIL AND CHEMICALS COMPANY (ex Shell Hellas S.A.)	Greece, Maroussi of Attika	100%	Petroleum Products	Full
HERMES OIL TRANSPORTATION, EXPLOITATION, TRADING AND SERVICES COMPANY A.E.	Greece, Maroussi of Attika	100%	Petroleum Products	Full
MYRTEA OIL TRADING, STORAGE, AGENCY AND SERVICES COMPANY A.E.	Greece, Maroussi of Attika	100%	Petroleum Products	Full
CORAL A.E. COMMERCIAL AND INDUSTRIAL GAS COMPANY (ex Shell Gas Commercial and Industrial S.A.)	Greece, Aspropyrgos Attika	100%	Liquefied Petroleum Gas	Full
OFC AVIATION FUEL SERVICES S.A.	Greece, Spata of Attika	92.06%	Aviation Fueling Systems	Full
ELECTROPARAGOGI SOUSSAKI S.A.	Greece, Maroussi of Attika	70%	Energy (dormant)	At cost
NUR-MOH HELIOTHERMAL S.A.	Greece, Maroussi of Attika	50%	Energy (dormant)	At cost
M and M GAS Co S.A.	Greece, Maroussi of Attika	50%	Natural Gas	Equity method
SHELL & MOH AVIATION FUELS A.E.	Greece, Maroussi of Attika	49%	Aviation Fuels	Equity method
RHODES-ALEXANDROUPOLIS PETROLEUM INSTALLATION S.A.	Greece, Maroussi of Attika	37.49%	Aviation Fuels	Equity method
KORINTHOS POWER S.A.	Greece, Maroussi of Attika	35%	Energy	Equity method
MOTOR OIL (CYPRUS) LIMITED	Cyprus, Nicosia	100%	Investments and Commerce	Full
CYCLON ΕΛΛΑΣ Α.Ε.	Greece, Aspropirgos Attika	26.71%	Petroleum Products	Equity method

The companies "ELECTROPARAGOGI SOUSSAKI S.A." and "NUR-MOH HELIOTHERMAL S.A." are not consolidated but are stated at cost due to their insignificance or/and because they are dormant.

## 16. Investments in Subsidiaries and Associates (continued)

Investments in subsidiaries and associates are as follows:

Name	GROUP		COMPANY	
(In 000's Euros)	31/12/2013	31/12/2012	31/12/2013	31/12/2012
AVIN OIL S.A.	0	0	47,564	47,564
AVIN ALBANIA S.A.	0	110	0	0
BRODERICO LTD	0	60	0	0
MAKREON S.A	0	0	0	0
ABIN AKINHTA S.A.	0	0	0	0
CORAL A.E. OIL AND CHEMICALS COMPANY (ex Shell Hellas S.A.)	0	0	63,141	63,141
HERMES OIL TRANSPORTATION, EXPLOITATION, TRADING AND SERVICES COMPANY A.E.	0	0	0	0
MYRTEA OIL TRADING, STORAGE, AGENCY AND SERVICES COMPANY A.E.	0	0	0	0
CORAL A.E. COMMERCIAL AND INDUSTRIAL GAS COMPANY (ex Shell Gas Commercial and Industrial S.A.)	0	0	26,585	26,585
OFC AVIATION FUEL SERVICES S.A.	0	0	4,195	4,195
ELECTROPARAGOGI SOUSSAKI S.A.	427	427	244	244
NUR-MOH HELIOTHERMAL S.A.	338	338	338	338
M and M GAS Co S.A.	609	846	1,000	1,000
SHELL & MOH AVIATION FUELS A.E.	6,973	6,201	0	0
RHODES-ALEXANDROUPOLIS PETROLEUM INSTALLATION S.A.	1,149	1,261	0	0
KORINTHOS POWER S.A.	41,740	38,360	22,411	22,411
MOTOR OIL (CYPRUS) LIMITED	0	0	50	0
CYCLON S.A	8,007	7,969	3,566	3,566
Total	59,243	55,572	169,094	169,044

"AVIN ALBANIA S.A." was liquidated within February 2013 while "BRODERICO" was liquidated on September 2013.

Summarized financial information in respect of the Group's associates and subsidiaries is set out below:

(In 000's Euros)	<u>31/12/2013</u>	<u>31/12/2012</u>
Acquisition cost	30,757	31,122
Share of profits (loss)	28,486	24,450
Investments in subsidiaries & related parties	59,243	55,572
	<u>31/12/2013</u>	31/12/2012
Total assets	465,208	523,597
Total liabilities	(297,457)	(366,256)
Net assets	167,751	157,341
Group's share of related parties net assets	58,479	54,637

## 16. Investments in Subsidiaries and Associates (continued)

Group's results from associates, are as follows:

(In 000's Euros)	1/1-31/12/2013	<u>1/1-31/12/2012</u>
		(as restated)
Sales	756,774	789,423
Profit after tax	11,850	2,830
Other Comprehensive Income	270	<u>(306)</u>
Comprehensive Income	12,120	2,524
Group's share of associates' profit for		
the year	4,449	1,195
Gain from purchase of share in associate		
company	0	4,607
Total Group Share	4,449	5,802

### 17. Available for Sale Investments

Name	<u>Place of</u> incorporation	Proportion of ownership interest	<u>Cost</u> (In 000's Euros)	Principal activity
HELLENIC ASSOCIATION OF INDEPENDENT POWER COMPANIES	Athens	16.67%	10	Promotion of Electric Power Issues
ATHENS AIRPORT FUEL PIPELINE CO. S.A.	Athens	16%	927	Aviation Fueling Systems

"HELLENIC ASSOCIATION OF INDEPENDENT POWER COMPANIES" (civil non profit organization) and "ATHENS AIRPORT FUEL PIPELINE CO. S.A." are stated at cost as significant influence is not exercised on them.

## **18.** Shares Available For Sale

As at 31.12.2013 the Group holds 6,373,614 shares of the listed company "ATTICA BANK S.A.", that accounted for  $\in$  1,561 thousand.

#### **19.** Other Non-Current Assets

<u>(In 000's Euros)</u>	GROUP		<b>COMPANY</b>	
	31/12/2013	31/12/2012	31/12/2013	31/12/2012
Cheques receivable	1,851	2,388	0	0
Prepaid expenses	25,421	24,829	673	673
Related Parties	0	0	746	0
Dealers loans	9,140	12,470	0	0
Guarantees	2,221	1,855	359	382
Total	38,633	41,542	1,778	1,055

Prepaid expenses include mainly long term rental prepayments to secure gas station premises and other prepayments of long term nature. These amounts are presented in the carrying amounts that approximate their fair value.

## 20. Inventories

<u>(In 000's Euros)</u>	<u>GROUI</u>	P	<u>COMPA</u>	NY
	31/12/2013	31/12/2012	<u>31/12/2013</u>	31/12/2012
Merchandise	92,353	82,227	39,794	45,636
Raw materials	92,308	154,710	90,155	152,034
Raw materials in transit	74,602	177,215	74,602	177,214
Products	283,488	237,481	278,242	234,843
Total inventories	542,751	651,633	482,793	609,727

It is noted that inventories are valued at each Statement of Financial Position date at the lower of cost and net realizable value. For the current and previous year certain inventories were valued at their net realizable value resulting in the following charges to the Statement of Comprehensive Income (cost of sales) for the Group and the Company:

<u>(In 000's Euros)</u>	<u>2013</u>	<u>2012</u>
Products	2,111	4,194
Merchandise	375	2,176
Raw materials	65	134
Total	2,551	6,504

The cost of inventories recognized as an expense within "Cost of Sales" during the current and prior year for the Group was for  $2013 \in 8,960,951$  thousand and for  $2012 \in 9,247,838$  thousand (Company:  $2013 \in 7,686,969$  thousand,  $2012 \in 7,964,814$  thousand).

## 21. Trade and Other Receivables

Trade and other receivables at the Statement of Financial Position date comprise mainly from amounts receivable from the sale of goods. Analysis of the trade and other receivable is as follows:

	GROUP		<b>COMPANY</b>	
<u>(In 000's Euros)</u>	<u>31/12/2013</u>	<u>31/12/2012</u>	<u>31/12/2013</u>	<u>31/12/2012</u>
Trade receivables	352,001	380,216	162,008	184,619
Allowance for doubtful debts	(28,120)	(26,624)	(94)	(500)
Related parties	20,683	25,813	80,804	69,783
	344,564	379,405	242,718	253,902
Debtors	75,985	70,373	44,700	39,762
Allowance for doubtful debts	(1,034)	(1,022)	0	0
Related parties	288	261	4	255
•	75,239	69,612	44,704	40,017
Prepayments	8,613	8,175	2,029	1,340
Other	946	3,195	422	251
Total	429,362	460,387	289,873	295,510

The average credit period on sales of goods for the Company is 11 days and for the Group is 14 days while for 2012 was 11 days and 14 days respectively. After the specified credit period, interest is charged depending on the payment currency on the outstanding balance. Trade receivables are provided for, based on estimated doubtful debt amounts from the sale of goods, which are determined by reference to past default experience and to the advice of the groups lawyers.

Before accepting any new customer, the Group uses an external credit scoring system to assess the potential customer's credit quality and defines credit limits by customer. Limits and scoring attributes to customers are reviewed on a permanent basis.

## 21. Trade and Other Receivables (continued)

	GR	<u>OUP</u>	COM	PANY
<u>(In 000's Euros)</u>	31/12/2013	31/12/2012	31/12/2013	31/12/2012
0-30 days	33,753	20,558	23,925	702
30-60 days	4,824	4,045	11	3
60-90 days	2,168	2,419	45	63
90-120 days	2,249	1,191	0	0
120 + days	56,236	62,368	1,534	10,146
Σύνολο	99,230	90,581	25,515	10,914

<u>Ageing Analysis – Overdues in trade receivables and cheques receivable</u>

In the above mentioned mature receivables for the Group of  $\notin$  99,230 thousand (2012:  $\notin$  90,581 thousand), Company: 2013:  $\notin$  25,515 thousand, (2012:  $\notin$  10,914 thousand) there is no provision accounted for since there is no change as there has not been a significant change in credit quality and the amounts are still considered fully recoverable. Furthermore the Group has obtained guarantees.

The provision for doubtful trade receivables has increased during 2013 by  $\in$  3,100 thousand in the subsidiaries books to cover additional bad debts

#### Movement in the allowance for doubtful debts

	GROUP		
<u>(In 000's Euros)</u>	31/12/2013	31/12/2012	
Balance as at the beginning of the year	27,646	23,641	
Impairment losses recognized on receivables	3,100	4,039	
Amounts used to write-off of receivables	(1,592)	(34)	
Balance at year end	29,154	27,646	

In determining the recoverability of trade receivables, the Group considers any change in the credit quality of the trade receivable from the date credit was initially granted up to the reporting date. The concentration of credit risk is limited due to the customers' wide base. Accordingly, the management considers that there is no further credit provision required in excess of the existing allowance for doubtful debts.

Management considers that the carrying amount of trade and other receivables approximates their fair value.

## 22. Cash and Cash Equivalents

Cash and cash equivalents consist from cash and short term deposits of initial duration of three months or less. The book value for cash and cash equivalents approximates their fair value.

	GROUP		COMPANY		
<u>(In 000's Euros)</u>	31/12/2013	31/12/2012	31/12/2013	31/12/2012	
Cash at bank	117,752	193,873	85,809	164,714	
Cash on hand	3,938	2,563	191	167	
Σύνολο	121,690	196,436	86,000	164,881	

## 23. Borrowings

<u>(In 000's Euros</u> )	GROUP		<b>COMPANY</b>	
	<u>31/12/2013</u>	<u>31/12/2012</u>	<u>31/12/2013</u>	<u>31/12/2012</u>
Borrowings	1,050,733	1,185,818	733,158	859,359
Finance leases	112	0	112	0
Less: Bond loan expenses *	(2,464)	(2,330)	(1,992)	(2,330)
Total Borrowings	1,048,381	1,183,488	731,278	857,029

The borrowings are repayable as follows:

( <u>In 000's Euros</u> )	GROUP		COMPANY	
	<u>31/12/2013</u>	<u>31/12/2012</u>	<u>31/12/2013</u>	<u>31/12/2012</u>
On demand or within one year	331,189	669,094	281,754	351,016
In the second year	176,726	304,250	170,450	302,574
From the third to fifth year inclusive	465,930	210,798	281,066	205,769
After five years	77,000	1,676	0	0
Less: Bond loan expenses *	(2,464)	(2,330)	(1,992)	(2,330)
Total Borrowings	1,048,381	1,183,488	731,278	857,029
Less: Amount payable within 12 months (shown under current liabilities)	331,189	669,094	281,754	351,016
Amount payable after 12 months	717,192	514,394	449,524	506,013

\*The bond loan expenses relating to the loan, acquired to finance the refinery's new hydrocracker unit will be amortised over the number of years remaining to loan maturity.

Analysis of borrowings by currency on 31/12/2013 and 31/12/2012:

( <u>In 000's Euros</u> )	GROUP		COM	<b>COMPANY</b>	
	<u>31/12/2013</u>	<u>31/12/2012</u>	31/12/2013	<u>31/12/2012</u>	
Loans' currency					
EURO	935,800	1,050,013	618,697	723,554	
U.S. DOLLARS	112,581	127,677	112,581	127,677	
SWISS FRANCS	0	5,798	0	5,798	
Total	1,048,381	1,183,488	731,278	857,029	

## 23. Borrowings (continued)

The Group's management considers that the carrying amount of the Group's borrowings approximates their fair value.

The Group has the following borrowings:

i) "Motor Oil" has been granted the following loans:

On 31/3/2011 the Company was granted a bond loan of  $\in$  50,000 thousand. The purpose of this loan is the partial re-financing of the existing short term bank loans to long term. The loan is repayable in total by 31/3/2015.

On 9/3/2011 Motor Oil was granted a loan amounting to  $\notin$  6,618 thousand. The loan will be repaid in semiannual installments from 9/9/2012 to 9/3/2015. The balance as at 31/12/2013 is  $\notin$  3,309 thousand.

On 21/4/2011 Motor Oil was granted a bond loan of  $\in$  150,000 thousand. The purpose of this loan is the partial re-financing of the existing short term bank loans to long term. It is repayable in semi-annual installments commencing on 3/11/2011 and up to 3/5/2016. The balance of this loan on 31/12/2013 is  $\notin$  90,000 thousand.

On 30/6/2011 Motor Oil was granted a bond loan of  $\in$  50,000 thousand. The purpose of this loan is the partial re-financing of the existing short term bank loans to long term. The loan was repayable in total by 30/6/2014 with 1+1 years extension option.

On 10/08/2011 Motor Oil was granted a bond loan up to  $\notin$  50,000 thousand, payable within 5 years. The purpose of the issuance of this loan is to finance the Company's permanent higher working capital needs, as a result of the increased productivity of the refinery following the addition of the new Crude Distillation Unit. The balance as at 31/12/2013 is  $\notin$  38,000 thousand.

On 14/6/2012 Motor Oil was granted a loan of  $\in$  75,000 thousand. The purpose of this loan is the partial refinancing of the existing short term bank loans to long term and was to be repaid in total on 31/03/2014. On 27/12/2013 the company agreed for the re-financing of the said loan, with a bond loan that is to be repaid within 3 years with a 1 year extension option.

On 29/11/2012 Motor Oil was granted a loan of  $\notin$  20,000 thousand. It is repayable in annual installments from 29/11/2013 to 29/11/2015. The balance as at 31/12/2013 is  $\notin$  16,000 thousand.

On 19/12/2012 Motor Oil was granted a loan of \$ 14,000 thousand. The purpose of this loan is the partial refinancing of an existing bond loan that was repaid on 20/12/2012. It is repayable in semi-annual installments commencing on 19/06/2013 and up to 19/12/2015 with an extension option up to 19/12/2016. The balance as at 31/12/2013 is \$ 12,320 thousand.

On 20/12/2012 Motor Oil was granted a bond loan of \$ 100,000 thousand. The purpose of this loan is the partial re-financing of an existing bond loan that was repaid on 20/12/2012. It is repayable in semi-annual installments commencing on 20/06/2013 and up to 20/12/2015 with an extension option up to 20/12/2016. The balance as at 31/12/2013 is \$ 88,000 thousand.

On 31/12/2012 Motor Oil was granted a loan of  $\notin$  60,000 thousand. The purpose of this loan is the partial refinancing of the existing short term bank loans to long term as well as to finance the Company's permanent higher working capital needs. The loan is repayable in total by 5/1/2016.

On 28/3/2013 Motor Oil was granted a bond loan of  $\in$  50,000 thousand. It is repayable in annual installments from 28/3/2014 to 28/3/2016 with a 1 year extension option. The balance as at 31/12/2013 is  $\in$  50,000 thousand.

Also on 18/11/2013 the Company was granted a bond loan of  $\in$  50,000 thousand. The purpose of this loan is the partial re-financing of the existing short term bank loans. It will be repayable in semi-annual installments commencing on 18/11/2014 and up to 18/11/2016 with a 1+1 years extension option.

Total short-term loans, (including short-term part of long-term loans), with duration up to one year amount to  $\notin$  281,754 thousand.

ii) "Avin Oil S.A." has been granted a loan of € 15,000 thousand issued on 12/12/2013. The purpose of this loan is the partial re-financing of the existing short term bank loans to long term. It is repayable in semi-annual installments commencing on 12/12/2014 and up to 12/12/2016 with 1+1 years extension option.

Also on 27/12/2013 Avin reached an agreement for a bond loan of  $\in$  110,000 thousand. The purpose of this loan is the partial re-financing of the existing short term bank loans. The duration of this loan is 5 years.

Total short-term loans, (including short-term part of long-term loans) with duration up to one year, amount to  $\notin$  13,746 thousand.

# 23. Borrowings (continued)

- iii) "OFC Aviation Fuel Services S.A." has been granted a bond loan of nominal value € 16,400 thousand. It is repayable in quarterly instalments and based on the up-to-date drawdowns and repayments (including short-term part of long-term loan) it amounts to € 8,381 thousand as 31/12/2013. The maturity of this loan is on December 2018.
- iv) **"Coral A.E."** has been granted a bond loan amounting to € 120,000 thousand, granted on 25/6/2010 which will be repaid in total by 28/6/2015. Also on 30/5/2013 Coral A.E. was granted a bond loan of € 20,000 thousand to refinance respective existing loans. The settlement of this loan is in semi-annual instalments starting 12 months and ending 30 months from the date of issuance. The company's other loans are all short-term, totalling to € 33,027 thousand with duration up to one year.

The interest rate of the above borrowings is LIBOR/EURIBOR+SPREAD

# 24. Deferred Tax

The following are the major deferred tax liabilities and assets recognized by the Group and the Company, and the movements thereon, during the current and prior reporting years: (*In 000's Euros*)

CROUP

<u>GROUP</u>		Statement of		Statement of	
Deferred tax arising from:	<u>01/01/2012</u>	<u>Comprehensive</u> <u>Income</u> expense/(income)	<u>31/12/2012</u>	<u>Comprehensive</u> <u>Income</u> <u>expense/(income)</u>	<u>31/12/2013</u>
Difference in depreciation	56,454	3,789	60,243	20,956	81,199
Intangible assets recognized as expense	(73)	6	(67)	(4)	(71)
Exchange differences	2,267	(1,607)	660	1,525	2,185
Retirement benefit obligations	(9,445)	485	(8,960)	(1,903)	(10,863)
Capitalized borrowing cost Tax loss carried (brought)	1,135	(118)	1,017	118	1,135
forward for settlement	(2,915)	(1,114)	(4,029)	(2,629)	(6,658)
Other temporary differences between tax and accounting					
basis	2,938	(37)	2,901	4,037	6,938
Total	50,361	1,404	51,765	22,100	73,865
<u>(In 000's Euros)</u>					

Statement of Statement of **COMPANY Comprehensive Comprehensive** Income Income Deferred tax arising from: 1/1/2012 expense/(income) 31/12/2012 expense/(income) 31/12/2013 Difference in depreciation 37.190 3.318 40.508 17.490 57.998 Exchange differences 2.244 661 2.185 (1.583)1.524 (7.072)Retirement benefit obligations (7.387)315 (1.790)(8.862)Capitalized borrowing cost 1.124 1.006 (118)118 1.124 Tax loss carried (brought) 0 0 0 forward for settlement (1.260)(1.260)Other temporary differences between tax and accounting 877 36 0 877 basis (36)Total 33.135 35.103 16.959 1.968 52,062

# 24. Deferred Tax (continued)

The effect of the change in the corporate income tax rate, from 20% to 26% effective 1 January 2013, to the deferred tax attributed to prior years, is approx.  $\in$  15.3 million for the group and  $\in$  10.2 million for the company.

Certain deferred tax assets and liabilities have been offset. Deferred taxes are analyzed as follows:

( <u>In 000's Euros</u> )	GROUP		<b>COMPANY</b>	
	<u>31/12/2013</u>	<u>31/12/2012</u>	<u>31/12/2013</u>	<u>31/12/2012</u>
Deferred tax liabilities	98,936	57,471	66,884	47,135
Deferred tax assets	(25,071)	(5,706)	(14,822)	(12,032)
Total	73,865	51,765	52,062	35,103

## 25. Trade and Other Payables

Trade and other payables mainly comprise amounts outstanding for trade purchases and operating expenses. The major raw material for the Group's production of oil products is crude oil.

The average credit period received for purchases, is approximately 24 days while for 2012 was 26 days.

The Company's management considers that the carrying amount of trade payables approximates their fair value. Analysis of the trade and other payables, are as follows (excluding banks):

	GROUP		<b>COMPANY</b>	
( <u>In 000's Euros</u> )	<u>31/12/2013</u>	<u>31/12/2012</u>	<u>31/12/2013</u>	31/12/2012
Trada navabla	509.0((	((( 040	557 190	(20,000)
Trade payable	598,966	666,848	557,189	628,998
Current liabilities of the related parties	1,129	783	12,006	13,762
Creditors	11,993	13,240	8,127	8,235
Other	25,439	22,576	9,526	13,132
Total	637,527	703,447	586,848	664,127

The Group has financial risk management policies in place to ensure that all payables are paid within the credit timeframe.

# 26. Share Capital

Share capital as at 31/12/2013 was  $\in 83,088$  thousand  $(31/12/2012) : \notin 94,166$  thousand) consists of 110,782,980 registered shares of par value  $\notin 0.75$  each  $(31/12/2012) : \notin 0.85$  each).

(In 000's Euros) Balance as at 31 December 2012	94,166
Share Capital Return	(11,078)
Balance as at 31 December 2013	83,088

The Annual Ordinary General Meeting of June 19<sup>th</sup>, 2013 approved the return of share capital of  $\in$  11,078,298 (or  $\in$  0.10 per share) through the decrease of the share nominal value. The share capital return was paid on November 2013.

### 27. Reserves

Reserves of the Group and the Company as at 31/12/2013 are  $\in 51,082$  thousand and  $\in 47,964$  thousand respectively  $(31/12/2012) \in 53,026$  thousand and  $\in 49,982$  thousand respectively) and were so formed as follows:

### **GROUP**

<u>(In 000's Euros)</u>	Legal	Special	Extraordinary	Tax-free	Total
Balance as at 1 January 2012	28,139	11,535	0	7,771	47,445
Other	4,722	0	0	859	5,581
Balance as at 31 December 2012	32,861	11,535	0	8,630	53,026
Other	115	0	0	(2,059)	(1,944)
Balance as at 31 December 2013	32,976	11,535	0	6,571	51,082

### **COMPANY**

<u>(In 000's Euros)</u>	Legal	Special	Extraordinary	Tax-free	Total
Balance as at 1 January 2012	26,407	11,535	0	6,631	44,573
Other	4,535	0	0	874	5,409
Balance as at 31 December 2012	30,942	11,535	0	7,505	49,982
Other	0	0	0	(2,018)	(2,018)
Balance as at 31 December 2013	30,942	11,535	0	5,487	47,964

### Legal Reserve

According to Codified Law 2190/1920 5% of profits after tax must be transferred to a legal reserve until this amount to 1/3 of the Company's share capital. This reserve cannot be distributed but may be used to offset losses.

### **Special Reserves**

These are reserves of various types and according to various laws such as taxed accounting differences, differences on revaluation of share capital expressed in Euros and other special cases.

### **Extraordinary Reserves**

Extraordinary reserves represent prior years retained earnings and may be distributed to the shareholders with no additional tax following a relevant decision by the Annual General Assembly Meeting.

### **Tax Free Reserves**

These are tax reserves created based on qualifying capital expenditures. All tax free reserves, with the exception of those formed in accordance with Law 1828/82, may be capitalized if taxed at 5% for the parent company and 10% for the subsidiaries or if distributed will be subject to income tax at the prevailing rate. There is no time restriction for their distribution. Tax free reserve formed in accordance with Law 1828/82 can be capitalized to share capital within a period of three years from its creation without any tax obligation. Tax free reserves of  $\in$  2,686 thousand for the Company have been transferred to R/E in order to be free for distribution to the shareholders and in accordance to art. 72, L.4172/2013 an amount of tax of  $\in$  510 thousand has been charged to profit and loss for the year against them. In the event of distribution of the tax free reserves of the Group, an amount of up to  $\in$  1 million, approximately will be payable as tax at the tax rates currently prevailing.

### 28. Retained Earnings

<u>(In 000's Euros)</u>	GROUP	<b>COMPANY</b>
Balance as at 31 December 2011	(as restated) <b>394,395</b>	(as restated) <b>294,969</b>
Profit for the year	78,933	90,952
Other Comprehensive Income	(1,031)	(241)
Transfer to Reserves	(44,313)	(44,313)
Dividends	(5,581)	(5,409)
Balance as at 31 December 2012	422,403	335,958
Profit for the year	(4,681)	5,575
Other Comprehensive Income	(166)	(368)
Dividends	(33,235)	(33,235)
Transfer to Reserves	1,944	2,018
Balance as at 31 December 2013	386,265	309,948

## **29.** Non-Controlling Interests

#### **GROUP**

<u>(In 000's Euros)</u>	<u>2013</u>	(as restated)
Opening Balance	1,232	1,192
Other Comprehensive Income	(1)	2
Share of profits for the year	134	184
Dividends payable	(151)	(146)
Closing Balance	1,214	1,232

## **30. Establishment of Subsidiaries**

Within May 2013 a new company "Motor Oil (Cyprus) Limited" was established based in Cyprus with an initial share capital of  $\in$  50,000, where the Company holds 100%. The major activities of the new company will be investing and trading. The company has no activities yet.

On July 2013 a new company "ABIN AKINHTA A.E." was established, based in Greece with an initial share capital of  $\notin$  24,000, where the Group holds 100% (indirectly through Avin Oil SA). On October 7, 2013 the Group made a share capital increase of  $\notin$  290,000. The major activities of the new company will be the purchase, sale and development of real estate.

## 31. Contingent Liabilities/Commitments

There are legal claims by third parties against the Group amounting to approximately  $\notin$  14.9 million (Company: approximately  $\notin$  0.1 million). There are also legal claims of the Group against third parties amounting to approximately  $\notin$  30.6 million (Company: approximately  $\notin$  1.8 million). No provision has been made as all above cases concern legal claims where the final outcome cannot be currently estimated.

The Company and, consequently, the Group in order to complete its investments and its construction commitments, has entered into relevant contracts with construction companies, the non executed part of which, as at 31/12/2013, amounts to approximately  $\notin 5$  million.

The Group companies have entered into contracts to purchase and sell crude oil and fuels, at current prices in line with the international market effective prices at the time the transaction takes place.

# **31.** Contingent Liabilities/Commitments (continued)

The bank accounts of the subsidiary "OFC AVIATION FUEL SERVICES S.A." are pledged as collateral for its bond loan repayment.

The total amount of letters of guarantee given as security for Group companies' liabilities as at 31/12/2013, amounted to  $\in 107,889$  thousand. The respective amount as at 31/12/2012 was  $\in 126,942$  thousand.

The total amount of letters of guarantee given as security for the Company's liabilities as at 31/12/2013, amounted to  $\notin 11,210$  thousand. The respective amount as at 31/12/2012 was  $\notin 23,999$  thousand.

#### **Companies with Un-audited Fiscal Years**

COMPANY	<u>Fiscal Year</u>
MOTOR OIL HELLAS S.A.	2010
MAKREON S.A.	2010
ERMIS A.E.M.E.E. *	-
CORAL GAS A.E.B.E.Y. *	-
OFC AVIATION FUEL SERVICES S.A.	2010
KORINTHOS POWER S.A.	2010
R.A.P.I. S.A.	2010
SHELL & MOH AVIATION FUELS A.E.	2010
CYCLON HELLAS S.A	2009-2010

\*The tax audit for fiscal years 2009 and 2010 has been completed based on temporary tax audit reports and there are no material additional taxes expected for those years upon the finalization of the tax audits.

Tax liabilities for the Company for fiscal year 2010 are not yet finalized. A tax audit for the Company for fiscal year 2013 is in progress, by the legal auditors. It is not expected that material liabilities will arise from the audit. We do not expect material liabilities to arise from the tax unaudited fiscal years.

## 32. Obligations under Finance Leases

Finance leases relate to vehicles with lease terms of 5 years. The Company has the option to purchase the vehicles for a minimal amount at the conclusion of the lease agreements.

COMPANY

#### <u>(In 000's Euros)</u>

<u>(11 000 5 Euros)</u>	COMIANT					
	Lease payments		Present value of lease			
			<u>payments</u>			
	<u>31/12/2013</u>	<u>31/12/2012</u>	<u>31/12/2013</u>	<u>31/12/2012</u>		
No later than one year	29	0	22	0		
Later than two years and not later than five years	102	0	90	0		
Later than five years	0	0	0	0		
	131	0	112	0		
Less future finance charges	(19)	0	0	0		
Present value of minimum lease payments	112	0	112	0		
Included in the financial statement as:						
Current borrowings (note 23)			22	0		
Non-current borrowings (note 23)			90	0		

### 33. Operating Lease Arrangements

Motor Oil's operating leases mainly represent rentals for certain of its office properties and transportation means. Subsidiaries, "Avin Oil S.A.", "CORAL A.E." and "CORAL GAS A.E.B.E.Y." leasing contracts pertain mostly to premises for gas stations which are then subleased to co-operating gas station operators and transportation means.

#### The Group as Lessee

	<u>GROUP</u>		<u>OUP</u> <u>COMPANY</u>	
<u>(In 000's Euros)</u>	<u>31/12/2013</u>	<u>31/12/2012</u>	<u>31/12/2013</u>	<u>31/12/2012</u>
Lease payments under operating leases recognized as an expense for the year	25,825	24,882	5,358	4,953

At the Statement of Financial Position date, the Group and the Company had outstanding commitments for future minimum lease payments under non-cancellable operating leases, which fall due as follows:

	GR	GROUP		PANY
<u>(In 000's Euros)</u>	<u>31/12/2013</u>	<u>31/12/2012</u>	<u>31/12/2013</u>	<u>31/12/2012</u>
Within one year	20,745	21,183	5,299	4,946
From the second to fifth year inclusive	69,673	73,106	16,145	16,883
After five years	81,385	74,004	11,814	3,534

Average lease term for offices and transportation means are nine and four years respectively. The average lease term for gas stations premises is ten years.

#### The Group as Lessor

Rental income from operating lease contracts recognized as year income.

	GROUP		<b>COMPANY</b>	
<u>(In 000's Euros)</u>	<u>31/12/2013</u>	<u>31/12/2012</u>	<u>31/12/2013</u>	<u>31/12/2012</u>
Rental income earned during the year	4,468	3,138	336	324

At the Statement of Financial Position date, the Group has contracted with tenants for the following future minimum lease payments:

	GROUP		<b>COMPANY</b>	
<u>(In 000's Euros)</u>	<u>31/12/2013</u> <u>31/12/2012</u>		<u>31/12/2013</u>	<u>31/12/2012</u>
Within one year	3,490	3,203	343	332
From the second to fifth year inclusive	9,135	10,733	1,234	1,288
After five years	12,029	14,895	6,145	6,647

Rental income of the Group mostly concerns subleases of "Avin Oil", "Coral A.E." and "Coral Gas A.E.B.E.Y." suitable to operate as gas stations. The average lease term is ten years.

# **34. Deferred Income**

<u>(In 000's Euros)</u>	<u>COMPANY</u>			
	<u>31/12/2013</u>	31/12/2012	31/12/2011	
Arising from government grants	10,488	6,603	7,433	
Non-Current	9,316	5,773	6,630	
Current	1,172	830	803	
	10,488	6,603	7,433	

Government Grants are applicable only for the Company.

### 35. Related Party Transactions

Transactions between the Company and its subsidiaries have been eliminated on consolidation. Details of transactions between the Company and its subsidiaries and other related parties are set below:

		<u>GROUP</u>		
<u>(In 000's Euros)</u>	Income	<b>Expenses</b>	<b>Receivables</b>	<b>Payables</b>
Associates	423,035	7,103	20,971	1,115
	C	COMPANY		
	<u> </u>			
<u>(In 000's Euros)</u>	Income	<b>Expenses</b>	<b>Receivables</b>	<b>Payables</b>
Subsidiaries	1,222,035	92,030	61,300	11,026
Associates	415,126	5,986	20,254	980
Total	1,637,161	98,016	81,554	12,006

Sales of goods to related parties were made on an arm's length basis.

The amounts outstanding will be settled in cash. An amount of \$ 2,500 thousand has been granted by the related party "SEKAVIN S.A." as guarantee.

No provision has been made for doubtful debts in respect of the amounts due from related parties.

### **Compensation of key management personnel**

The remuneration of directors and other members of key management for the Group for the period 1/1-31/12/2013 and 1/1-31/12/2012 amounted to  $\notin$  4,620 thousand and  $\notin$  4,743 thousand respectively. (Company: 1/1-31/12/2013:  $\notin$  1,996 thousand, 1/1-31/12/2012:  $\notin$  2,259 thousand)

The remuneration of members of the Board of Directors are proposed and approved by the Annual General Assembly Meeting of the shareholders.

Other short term benefits granted to key management for the Group for the period 1/1-31/12/2013 amounted to  $\notin$  272 thousand and 1/1-31/12/2012 amounted to  $\notin$  258 thousand respectively. (Company: 1/1-31/12/2013:  $\notin$  80 thousand, 1/1-31/12/2012:  $\notin$  80 thousand)

There are leaving indemnities paid to key management for the Group of  $\notin 0$  thousand for the period 1/1-31/12/2013 whereas the respective figure for the comparative period was  $\notin 1,127$  thousand.

# 35. Related Party Transactions (continued)

### **Directors' Transactions**

There are no other transactions, receivables and/or payables between Group companies and key management personnel.

### 36. Retirement Benefit Plans

The Group 's obligations to its employees in relation to the future payment of benefits in proportion to their time of service are based on an actuarial study. This liability is computed and presented in the Statement of Financial Position date based on the expected vested benefit of every employee. The vested benefit is presented at its present value based on expected date of payment.

The Group operates funded defined benefit plans for eligible employees who work for "Motor Oil (Hellas) S.A." and its subsidiary "Avin Oil S.A.". According to the terms of plans, the employees are entitled to retirement benefits as a lump sum which depend on each employee's final salary upon retirement and the years of service with the Group. There are also defined contribution plans at the subsidiaries "Coral Gas A.E.B.E.Y" and "CORAL A.E.". In addition the Group is obligated to pay retirement compensation to its employees in accordance with Law 2112/1920, based on the above mentioned rights and retirement age limits. No other post-retirement benefits are provided.

The most recent actuarial valuations of plan assets and the present value of the defined benefit obligation as well as of the obligation for retirement compensation to personnel were carried out at 31 December 2013 by an independent certified actuary. The present value of the defined benefit obligations, and the related current service cost, were measured using the projected unit credit method.

	Valuation at:			
	<u>31/12/2013</u>	<u>31/12/2012</u>		
Key assumptions used:				
Discount rate	3.20%	3.60%		
Expected return on plan assets				
	3.20%	3.60%		
Expected rate of salary increases	0.00% -2.00%	0.00% -2.00%		

The amount recognized in the Statement of Financial Position in respect of the defined benefit retirement benefit plans are as follows:

<u>(In 000's Euros)</u>	GRO	OUP	<b>COMPANY</b>		
	<u>31/12/2013</u>	<u>31/12/2012</u>	<u>31/12/2013</u>	<u>31/12/2012</u>	
Present value of unfunded plan obligation	40,519	44,250	32,839	35,154	
Present value of funded defined benefit obligation	30,601	28,480	27,835	25,914	
Fair value of plan assets	(29,696)	(28,466)	(26,594)	(25,712)	
Deficit	905	14	1,241	202	
Net liability recognized in the Statement of Financial					
Position	41,424	44,264	34,080	35,356	
Current provision for retirement benefit	1,983	2,956	1,854	2,678	
Non-current provision for retirement benefit	39,441	41,308	32,226	32,678	
Total	41,424	44,264	34,080	35,356	

## 36. Retirement Benefit Plans (continued)

Amounts recognized in the Statement of Comprehensive Income in respect of these defined benefit schemes are as follows:

<u>(In 000's Euros)</u>	GROUP		<u>GROUP</u> <u>COMPAN</u>	
	<u>31/12/2013</u>	<u>31/12/2012</u>	<u>31/12/2013</u>	31/12/2012
		(as restated)		(as restated)
Service cost	578	6,387	1,253	4,092
Interest cost less Expected return on plan assets	1,600	2,182	1,271	1,736
Net expense recognized in the Statement of				
Comprehensive Income	2,178	8,569	2,525	5,828
Asturial (saine) / lagger DVDDO	294	1.026	407	201
Actuarial (gains) / losses PVDBO	294	1,036	497	301
Net (gain) / loss recognized in Total Comprehensive				
Income	2,472	9,605	3,022	6,129

The return on plan assets for the current year for the Group and the Company amounts to  $\notin$  1,025 thousand and  $\notin$  925 thousand respectively.

The above recognized expense is included into the Group's and the Company's operating expenses as follows: (In 000's Euros) **GROUP COMPANY** 

<u>(In 000's Euros)</u>	GROUP		<u>GRUUP</u> <u>CUMPANY</u>	
	31/12/2012	31/12/2011	31/12/2012	<u>31/12/2011</u>
		(as restated)		(as restated)
Cost of Sales	2,101	4,807	2,088	4,950
Administration expenses	62	2,305	308	701
Distribution expenses	15	1,420	129	177
Other Operating income / (expense)	0	37	0	0
Total	2,178	8,569	2,525	5,828

Movements in the present value of the defined benefit obligations in the current year are as follows:

<u>(In 000's Euros)</u>	GRO	GROUP		ANY
	31/12/2013	31/12/2012	31/12/2013	<u>31/12/2012</u>
		(as restated)		(as restated)
Opening Defined benefit obligation	72,730	88,978	61,068	63,972
Service cost	483	4,773	1,178	3,681
Interest cost	2,618	3,625	2,198	3,007
Actuarial (Gains) / Losses PVDBO	294	1,036	497	301
Benefits paid	(5,005)	(25,682)	(4,267)	(9,893)
Closing Defined benefit obligation	71,120	72,730	60,674	61,068

Movements in the present value of the plan assets in the current year were as follows:

<u>(In 000's Euros)</u>	GROUP		<u>GROUP</u> <u>COM</u>		COMP	ANY
	31/12/2012	31/12/2011	31/12/2012	<u>31/12/2011</u>		
Opening fair value of plan assets	28,466	43,665	25,712	27,036		
Expected return on plan assets	1,025	1,444	925	1,271		
Contributions from the employer	1,759	1,341	1,405	1,067		
Benefits paid	(1,554)	(17,984)	(1,448)	(3,662)		
Closing fair value of plan assets	29,696	28,466	26,594	25,712		

# 36. Retirement Benefit Plans (continued)

The sensitivity analysis of the Present Value of the Defined Benefit Obligation (PVDBO) for the compensation due to retirement as well as for the obligation of the private program for service termination is as follows:

( <u>Ποσά σε χιλ. Ευρώ</u> )	OMIA <u>31/12/2</u> Present value of the obligation for compensation due to retirement	<u>013</u> <u>Present value of</u>	ETAII <u>31/12/2</u> Present value of the <u>obligation for</u> compensation due to retirement	2013 Present value of
PVDBO	40,519	30,601	32,840	27,834
Calculation with a discounting rate of + 0,5%	37,505	28,971	30,358	26,329
Calculation with a discounting rate of - 0,5%	42,237	32,384	33,976	29,466

### 37. Categories of Financial Instruments

#### **Financial assets**

	<u>GROUP</u>		COMP	ANY
<u>(In 000's Euros)</u>	<u>31/12/2013</u>	<u>31/12/2012</u>	<u>31/12/2013</u>	<u>31/12/2012</u>
Available-for-sale investments	937	937	937	937
Trade and other receivables (including cash and cash equivalents)	551,052	656,823	375,873	460,391
Financial liabilities				

	GRO	DUP	<b>COMPANY</b>		
<u>(In 000's Euros)</u>	31/12/2013	31/12/2012	31/12/2013	<u>31/12/2012</u>	
Bank loans	1,048,381	1,183,488	731,278	857,029	
Trade and other payables	637,527	703,447	586,848	664,127	
Deferred income	10,488	6,603	10,488	6,603	

# 38. Management of Financial Risks

#### a. Capital risk management

The Group manages its capital to ensure that Group companies will be able to continue as a going concern while maximising the return to stakeholders through the optimisation of the debt to equity ratio. The capital structure of the Group consists of debt, which includes the borrowings disclosed in note 23, cash and cash equivalents in note 22 and equity attributable to equity holders of the Parent Company, comprising issued capital, share premium, reserves, retained earnings and non-controlling interests as disclosed in notes 26, 27, 28 and 29 respectively. The Group's management reviews the capital structure on a frequent basis. As a part of this review, management considers the cost of capital and the risks associated with each class of capital. The Group's intention is to balance its overall capital structure through the payment of dividends, as well as the issue of new debt or the repayment of existing debt.

# 38. Management of Financial Risks (continued)

### **Gearing Ratio**

The Group's management reviews the capital structure on a frequent basis. As part of this review, management considers the cost of capital and the risks associated with each class of capital.

The gearing ratio at the year end was as follows:

	GRO	UP	<b>COMPANY</b>		
<u>(In 000's Euros)</u>	31/12/2013	<u>31/12/2012</u>	<u>31/12/2013</u>	<u>31/12/2012</u>	
Bank loans	1 049 291	1 102 100	721 279	857 020	
	1,048,381	1,183,488	731,278	857,029	
Cash and cash equivalents	(121,690)	(196,436)	(86,000)	(164,881)	
Net debt	926,691	987,052	645,278	692,148	
Equity	521,649	570,827	441,000	480,106	
Net debt to equity ratio	1.77	1.73	1.46	1.44	

#### b. Financial risk management

The Group's Treasury function provides services to the business by co-ordinating access to domestic and international financial markets, considering and monitoring financial risks relating to the operations of the Group. These risks include market risk (currency risk, fair value, interest rate risk and price risk), credit risk and liquidity risk. The Group does not enter into or trade financial instruments, including derivative financial instruments for speculative purposes. The Treasury function reports on a frequent basis to the Group's management, which monitors risks and policies implemented to mitigate risk exposures.

#### c. Market risk

Due to the nature of its activities the Group is exposed primarily to the financial risks of changes in foreign currency exchange rates (see (d) below), interest rates (see (e) below) and to the volatility of oil prices mainly due to the obligation to maintain certain level of inventories. The Company addresses the risk resulting from the fluctuation of oil prices by maintaining inventory levels at a minimum. Furthermore, any change in the pertaining refinery margin, denominated in USD, affects the Company's gross margin. There has been no change in the Group's exposure to market risks or the manner in which it manages and measures these risks. Considering the adverse conditions in the oil refining and trading sector, the profitability at Group as well as Company level is regarded as adequate.

#### d. Foreign currency risk

The Group undertakes certain transactions denominated in foreign currencies. Hence, exposures to exchange rate fluctuations may arise. In addition, due to the use of the international Platts prices in USD for oil purchases/sales, the exchange rate of EUR/USD is a significant factor affecting the Company's profit margins. It is the strategy of the Group to minimize foreign currency risks through physical hedging, mostly by monitoring assets and liabilities in foreign currencies.

# 38. Management of Financial Risks (continued)

#### e. Interest rate risk

The Group has access to various major domestic and international financial markets and manages to succeed borrowings with very competitive interest rates and terms. Hence, the operating expenses and cash flows from financing activities are not materially affected by interest rates fluctuations.

Had the current interest rates been 50 basis points higher/lower, all other variables kept constant, the Group's profit for the year ended 31 December 2013 could have decreased/increased by approximately  $\in$  5.9 million.

#### f. Credit risk

The Group's credit risk is primary attributable to its trade and other receivables, as cash and cash equivalents are deposited with well known banks.

The Company's trade receivables are significantly concentrated, due to a limited number of customers comprising a high percentage of the balance. Most of them are international well known oil companies and consequently the credit risk is very limited. None of them exceeds the 10%, of the total year to date sales revenue, during the year. Group companies have signed contracts with their clients, where the product prices are determined according to the corresponding current prices in the international oil market during the year of transactions. In addition the Company, as a policy, obtains letters of guarantee from its clients in order to secure its receivables or has mortgages, which as at 31/12/2013 amounted to  $\notin 29,120$  thousand. As far as receivables of the subsidiaries are concerned these are spread in a wide base of customers and consequently there is no material concentration and the credit risk is very limited.

#### g. Liquidity risk

Liquidity risk is managed through the proper combination of cash and cash equivalents and bank loan facilities granted, utilized and unutilized. In order to address such risks, Group's management is in the position to monitor the balance of cash and cash equivalents and to ensure available bank loans facilities. Debt to equity ratio (Group: 2013: 2.01 2012: 2.07 – Company: 2013: 1.66 2012: 1.79).

The following tables present the **Group's** remaining contractual maturity for its financial liabilities:

		<u>GROU</u> 2013				
<u>(In 000's Euros)</u>	<u>Weighted</u> <u>average</u> <u>effective</u> <u>interest</u>	<u>0-6</u>	<u>7-12</u>			
Trade & other payables	<u>rate</u> 0.00%	<u>months</u> 637,275	<u>months</u> 252	<u>2-5 years</u> 0	$\frac{5 + \text{years}}{0}$	<u>Total</u> 637,527
Finance leases	7.13%	11	11	90	0	112
Bank loans	6.23%	296,766	34,401	640,221	76,881	1,048,269
Total		934,052	34,664	640,311	76,881	1,685,908

### 38. Management of Financial Risks (continued)

		<u>GROU</u> 2012				
<u>(In 000's Euros)</u>	Weighted average effective interest	<u>0-6</u>	<u>7-12</u>			
Trade & other payables	<u>rate</u> 0.00%	<u>months</u> 703,195	months 0	<u>2-5 years</u> 252	$\frac{5 + \text{years}}{0}$	<u>Total</u> 703,447
Bank loans Total	5.78%	615,719 <b>1,318,914</b>	53,375 <b>53,375</b>	512,718 <b>512,970</b>	1,676 <b>1,676</b>	1,183,488 <b>1,886,935</b>

The following tables present the **Company's** remaining contractual maturity for its financial liabilities:

		<u>COMPA</u> 2013				
<u>(In 000's Euros)</u>	<u>Weighted</u> <u>average</u> <u>effective</u>					
Trade & other payables	<u>interest</u> <u>rate</u> 0.00%	<u>0-6</u> <u>months</u> 586,848	$\frac{7-12}{\text{months}}$	<u>2-5 years</u> 0	$\frac{5 + \text{years}}{0}$	<u>Total</u> 586,848
Finance leases	7.13%	11	11	90	0	112
Bank loans Total	6.28%	248,669 835,528	33,063 33,074	449,434 <b>449,524</b>	0 0	731,166 <b>1,318,126</b>

#### <u>COMPANY</u> <u>2012</u>

<u>(In 000's Euros)</u>	<u>Weighted</u> <u>average</u> effective					
Trade & other payables	<u>interest</u> <u>rate</u> 0.00%	<u>0-6</u> <u>months</u> 664,127	<u>7-12</u> <u>months</u> 0	<u>2-5 years</u> 0	$\frac{5 + \text{years}}{0}$	<u>Total</u> 664,127
Bank loans Total	5.74%	298,479 <b>962,606</b>	52,537 <b>52,537</b>	506,013 506,013	0	857,029 1,521,156

# **39.** Events after the Reporting Period

There are no events that could have a material impact on the Group's and Company's financial structure or operations that have occurred since 31/12/2013 up to the date of issue of these financial statements.



Hadjipavlou Sofianos & Cambanis S.A.

#### Assurance & Advisory Services

Athens: 3<sup>a</sup> Fragoklissias & Granikou Str. GR - 151 25 Maroussi

Tel.: +30 (210) 6781.100 Fax: +30 (210) 6776.221-2 www.deloitte.gr

Thessaloniki: 1a Adrianoupoleos Str., GR - 551 33 Kalamaria Tel.: +30 (2310) 406.550, Fax: +30 (2310) 406.570

#### T R A N S L A T I O N Independent Auditor's Report

# To the Shareholders of MOTOR OIL (HELLAS) CORINTH REFINERIES S.A.

#### Report on the Company Stand-Alone and Consolidated Financial Statements

We have audited the accompanying Company stand-alone and consolidated financial statements of the Company and the Group "Motor Oil (Hellas) Corinth Refineries S.A.", which comprise the Company standalone and consolidated statement of financial position as at December 31, 2013, and the Company standalone and consolidated statements of comprehensive income, changes in equity and cash flow for the year then ended, as well as a summary of significant accounting policies and other explanatory notes.

#### Management's Responsibility for the Company Stand-Alone and Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these Company stand-alone and consolidated financial statements in accordance with International Financial Reporting Standards as these have been adopted by the European Union, and for such internal control as management determines is necessary to enable the preparation of Company stand-alone and consolidated financial statements that are free from material misstatement, whether due to fraud or error.

#### **Auditor's Responsibility**

Our responsibility is to express an opinion on these Company stand-alone and consolidated financial statements based on our audit. We conducted our audit in accordance with the International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the Company stand-alone and consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the Company stand-alone and consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the Company stand-alone and consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the Company stand-alone and consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the Company stand-alone and consolidated financial statements.



#### T R A N S L A T I O N Independent Auditor's Report - Continued

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### Opinion

In our opinion, the accompanying Company stand-alone and consolidated financial statements present fairly, in all material respects, the financial position of the Company and the Group "Motor Oil (Hellas) Corinth Refineries S.A." as of December 31, 2013, and of their financial performance and their cash flows for the year then ended in accordance with International Financial Reporting Standards as these were adopted by the European Union.

#### **Report on Other Legal and Regulatory Requirements**

- a) The Directors' Report includes a Corporate Governance Statement which provides the information required according to the provisions of paragraph 3d of Article 43a and 3st of Article 107 of Codified Law 2190/1920.
- b) We have agreed and confirmed the content and consistency of the Directors' Report to the accompanying Company stand-alone and consolidated financial statements according to the provisions of the articles 43a, 108 and 37 of the Codified Law 2190/1920.

Athens, March 24, 2014

The Certified Public Accountant

Dimitrios Koutsos Koutsopoulos Reg. No. SOEL: 26751 Deloitte. Hadjipavlou Sofianos & Cambanis S.A. 3a Fragoklissias & Granikou str., 151 25 Maroussi Reg. No. SOEL: E. 120



# G.E.MI. 272801000

PREF.REG. No. 1482/06/B/86/26

HEADQUARTERS: 12A IRODOU ATTIKOU STR.,151 24 MAROUSSI

# FIGURES AND FINANCIAL INFORMATION FOR THE YEAR FROM 1 JANUARY 2013 TO 31 DECEMBER 2013

#### (Published in terms of Codified Law 2190 article 135, for companies that prepare company and or group annual financial statements, in accordance with the IFRS)

The financial data and information below provide general information about the financial position and the results of MOTOR OIL (HELLAS) CORINTH REFINERIES S.A. and the Group. Readers requiring full information on the financial position and results should refer to the annual financial statements, prepared in accordance with International Financial Reporting Standards, as well as the auditors' report. Indicatively, readers may visit the company's website where the above mentioned information can be found.

louilu.									
INFOR	MATION ABOUT T	HE COMPANY			STATEMENT OF PROFIT OR LOSS AND		OUP	COMP	
A setter with an	Minister				OTHER COMPREHENSIVE INCOME	Amounts in		Amounts in	
Authority:		y of Development			-	01.01-31.12.2013	01.01-31.12.2012	01.01-31.12.2013	01.01-31.12.2012
Company's website:	www.m	0					(as restated)		(as restated)
Board of Directors:			Pirector: Vardis J. Va		Turnover	9,282,339	9,681,883	7,843,683	8,240,260
Chairman: Ioannis V. Vardinoyannis, Deputy Managin					Gross profit / (loss)	244,812	355,171	82,100	198,885
Vardinoyannis, George P. Alexandridis, Michael -Ma	atheos J. Stiakakis	, Theofanis Chr. Vou	utsaras, Niki D. Stout	fi, Konstantinos V.	Profit / (loss) before tax and interest	91,529	180,152	78,857	176,914
Maraveas, Antonios Th. Theocharis.					Profit / (loss) before tax	19,943	104,221	23,173	114,366
Approval date of the annual financial statements:		ch 2014			Profit / (loss) after tax (A)	(4,547)	79,117	5,575	90,952
The certified auditor:		os Koutsos-Koutsopol	ulos						
Auditing company:	Deloitte				-Shareholders	(4,681)	78,933	5,575	90,952
Auditors' report:	Unqual	ified opinion			-Non-controlling interests	134	184	0	0
STATEMENT OF FINANCIAL POSITION									
	GRO	UP	COMPAN	Y	Other comprehensive income after tax (B)	(167)	(1,029)	(368)	(241)
	Amounts in	thd Euro	Amounts in t	hd Euro	Total comprehensive income after tax (A)+(B)	(4,714)	78,088	5,207	90,711
	31.12.2013	31.12.2012	31.12.2013	31.12.2012					
ASSETS					-Shareholders	(4,847)	77,902	5,207	90,711
Property, plant and equipment	1,083,183	1,104,802	808,594	831,717	-Non-controlling interests	133	186	0	0
Intangible assets	49,390	53,051	357	265					
Other non-current assets	98,813	98,051	171,809	171,036	Earnings per share - basic (in Euro)	(0.0410)	0.7142	0.0503	0.8210
Inventories	542,751	651,633	482,793	609,727	Proposed dividend per share - (in Euro)			0.2000	0.3000
Trade receivables	344,564	379,405	242,718	253,902	Profit / (loss) before tax, interest and depreciation	182,921	270,826	149,046	245,686
Other current assets	224,382	282,609	149,485	211,677	STATEMENT OF CASH FLOWS				
TOTAL ASSETS	2,343,083	2,569,551	1,855,756	2,078,324	Indirect Method	GROU	JP	COMPAN	Y
=			i				n thd Euro	Amounts in th	
TOTAL EQUITY AND LIABILITIES						01.01-31.12.2013		01.01-31.12.2013	
Share capital	83,088	94,166	83,088	94,166	Operating activities		(as restated)		(as restated)
Other shareholders' equity	437,347	475,429	357,912	385,940	Profit / (loss) before tax	19,943	104,221	23,173	114,366
Total shareholders' equity (a)	520,435	569,595	441,000	480,106	Plus / Less adjustments for:	10,010		20,110	11,000
Non-controlling interest (b)	1,214	1,232	0	0	Depreciation	93,445	91,504	72,243	69,602
Total equity (c) = (a) + (b)	521,649	570,827	441,000	480,106	Provisions	(415)	1,557	(2,299)	(1,338)
Long term borrowings	717,192	514,394	449,524	506,013	Exchange differences	(9,864)	(6,514)	(9,938)	(6,617)
Other non-current liabilities	131,736	107,832	93,604	73,554	Investment income (expenses)	(6,762)	(7,787)	(3,620)	(2,340)
Short term borrowings	331,189	669,094	281,754	351,016	Interest and related expenses	78,484	84,649	57,975	64,450
Other current liabilities	641,317	707,404	589,874	667,635	Movements in working capital:	10,101	0 1,0 10	01,010	01,100
Total liabilities (d)	1,821,434	1,998,724	1,414,756	1,598,218	Decrease / (increase) in inventories	108,883	595	126,934	(10,197)
TOTAL EQUITY & LIABILITIES (c) + (d)	2,343,083	2,569,551	1,855,756	2,078,324	Decrease / (increase) in receivables	30,998	47,543	5,303	28,049
=					(Decrease) / increase in payables (excluding loans)	(53,452)	121,561	(65,996)	135,814
					Less:	(00, 102)	,	(00,000)	100,011
STATEMENT OF CHANGES IN EQUITY					Interest and related expenses paid	(79,153)	(86,556)	(58,332)	(66,195)
	GROU	Р	COMPAN	IY	Taxes paid	(12,976)	(37,366)	(11,653)	(35,999)
	Amounts in	thd Euro	Amounts in	thd Euro	Net cash (used in) / from operating activities (a)	169,131	313,407	133,790	289,595
	31.12.2013	31.12.2012	31.12.2013	31.12.2012	Investing activities				
Equity opening balance					(Increase) / decrease of interest in subsidiaries and associates	178	(12,315)	(50)	(22,315)
(01.01.2013 and 01.01.2012 respectively)	570,827	548,276	480,106	444,786	Purchase of shares	(1,561)	0	0	0
Total comprehensive income after tax	(4,714)	78,088	5,207	90,711	Purchase of tangible and intangible assets	(69,160)	(57,494)	(49,287)	(45,271)
Share Capital return	(11,078)	(11,078)	(11,078)	(11,078)	Proceeds from the sale of tangible and other intangible assets	214	2,167	3	0
Dividends	(33,386)	(44,459)	(33,235)	(44,313)	Interest received	807	654	689	542
Equity closing balance		<u> </u>			Dividends received	74	136	950	983
(31.12.2013 and 31.12.2012 respectively)	521,649	570,827	441,000	480,106	Net cash (used in) / from investing activities (b)	(69,448)	(66,852)	(47,695)	(66,061)
=					Financing activities	. , ,			. / /
					Return of Share Capital	(11,078)	(11,078)	(11,078)	(11,078)
					Proceeds from loans	251,735	430,683	248,800	391,919
					Repayments of loans	(381,683)	(551,348)	(369,446)	(498,697)
					Repayments of finance leases	(17)	(8)	(17)	(8)
					Dividends paid	(33,386)	(44,459)	(33,235)	(44,313)
					Net cash (used in) / from financing activities (c)	(174,429)	(176,210)	(164,976)	(162,177)
					Net Increase / (decrease) in cash and cash equivalents (a)+(b)+( c)	(74,746)	70,345	(78,881)	61,357
					,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	1			

 Cash and cash equivalents at beginning of the year
 196,436
 126,091
 164,881
 103,524

 Cash and cash equivalents at year end
 121,690
 196,436
 86,000
 164,881

#### FURTHER INFORMATION

1. Please refer to note 16 of the financial statements, for the companies included in the consolidation (including their place of incorporation, shareholding percentage and method of consolidation). The companies "ELECTROPARAGOGI SOUSSAKI S.A." and "NUR-MOH HELIOTHERMAL S.A." are not consolidated but are stated at cost due to their insignificance or/and because they are dormant (note 16 in the financial statements). The companies "AVIN ALBANIA S.A." and "BRODERICO LTD" are not included in the current period consolidation while they were included in the respective prior year's period consolidation, due to their liquidation within February 2013 and September 2013 respectively. Included in the consolidation for the first time are the newly established companies "ABIN AKINHTA A.E." and "MOTOR OIL (CYPRUS) LIMITED".

2. There are legal claims by third parties against the Group amounting to approximately Euro 14.9 million (Company: approximately Euro 0.1 million). There are also legal claims of the Group against third parties amounting to approximately Euro 30.6 million (Company: approximately Euro 1.8 million). For all above mentioned cases, the final outcome cannot be currently estimated. In addition, we do not expect material liabilities to arise from the tax unaudited fiscal years. Total provisions accounted for the Group are as follows: a) provision for doubtful debts Euro 916 thousand (Company: Euro 0 thousand), and b) provision for staff leaving indemnities Euro 41,424 thousand (Company: Euro 34,080 thousand).

3. The unaudited, by the Tax Authorities, fiscal years of the Group and the Company are mentioned in note 31 of the financial statements.

4. As at December 31, 2013 the Group's personnel headcount amounts to 1,766 (31.12.2012: 1,763) and the Company's personnel headcount amounts to 1,216 (31.12.2012: 1,201).

5. Other comprehensive income after tax for the Group concern, actuarial losses (IAS 19rev2011) of Euro 294 thousand, actuarial gain from associates (IAS 19rev2011) of Euro 67 thousand, expenses for the subsidiary's share capital increase of Euro 16 thousand less the respective income

tax of Euro 76 thousand. Regarding the Company other comprehensive income after tax concern, actuarial losses (IAS 19rev2011) of Euro 497 thousand less the respective income tax of Euro 129 thousand.

6. The figures of the comparative fiscal year 2012 have been restated where appropriate according to the provisions of the revised IAS 19 "Employees Benefits" (notes 1 and 36 in the financial statements).

7. Ordinary General Meeting of June 19, 2013 approved the return of share capital of Euro 11,078,298 (Euro 0.10 per share) through the respective decrease of the share nominal value. The share capital return was paid on November 12th 2013.

Within May 2013 a new company "MOTOR OIL (CYPRUS) LIMITED" was established, where the Company holds 100%. On July 2013 a new company "ABIN AKINHTA A.E." was established, where the Group holds 100% (indirectly through AVIN OIL S.A.) (note 30 in the financial statements).
 Transactions and balances of the Group and the Company, with related parties according to IAS 24 in Euro thousand:

	GROUP	COMPANY
INCOME	423,035	1,637,161
EXPENSES	7,103	98,016
RECEIVABLES	20,971	81,554
PAYABLES	1,115	12,006
OTHER BENEFITS & REMUNERATION OF BoD MEMBERS AND TOP MANAGEMENT	4,892	2,076
RECEIVABLES FROM BoD MEMBERS AND TOP MANAGEMENT	0	0
PAYABLES TO BoD MEMBERS AND TOP MANAGEMENT	0	0

#### Maroussi, March 21, 2014

THE CHAIRMAN OF THE BOD AND MANAGING DIRECTOR VARDIS J. VARDINOYANNIS

I.D. No K 011385/82

THE DEPUTY MANAGING DIRECTOR AND CHIEF FINANCIAL OFFICER

PETROS T. TZANNETAKIS

I.D. No R 591984/94

THE CHIEF ACCOUNTANT THEODOROS N. PORFIRIS I.D. No R 557979/94 E.C.G. Licence No. 0018076 A' Class



# **YEAR 2013 INFORMATION BULLETIN**

The present document contains all the information required by article 10 of the Law 3401/2005 which MOTOR OIL (HELLAS) S.A. publicized during the fiscal year 2013. Pursuant to paragraph (a) of article 1 of the Hellenic Capital Market Commission decision 7/448/11.10.2007, this document forms part of the Year 2013 Financial Report of the Company which is provided for by article 4 of the Law 3556/2007.

The full text of the announcements is available at the website of MOTOR OIL (HELLAS) S.A. at the electronic address <u>www.moh.gr</u> at the particular menu options as these are indicated through reference numbers at the right hand column of the table on the next page.

The menu options corresponding to the reference numbers are presented hereunder:

<u>Note</u>	Company Website Menu Options (http://www.moh.gr/)
1	Investor Relations / Announcements – Press Releases / Other Issues
2	Corporate News / News
3	Investor Relations / Financial Information / Full Year Financial Reports
4	Investor Relations / Announcements – Press Releases / General Shareholders' Meetings
5	Investor Relations / Announcements – Press Releases / Dividend - Return of Capital
6	Investor Relations / Dividend - Return of Capital per Share & Record Dates
7	Investor Relations / Financial Information / Quarterly Financial Statements
8	Investor Relations / Financial Information / Half Year Financial Reports

YEAR	2013 STOCK EXCHANGE ANNOUNCEMENTS	Note
January 2,3,9,14,15,17,24 & 28	Announcement regarding Stock Exchange transactions with subject Company shares effected by persons and/or legal entities falling under such acknowledgment obligation (Laws 3556/2007 and 3340/2005)	1
January 3	Three-Year EURO 60 million Bank Loan	1
February 12 & 13	Announcement regarding Stock Exchange transactions with subject Company shares effected by persons and/or legal entities falling under such acknowledgment obligation (Laws 3556/2007 and 3340/2005)	1
February 26	Year 2013 Financial Calendar	2
March 14	Publication of Year 2012 Financial Results	3
March 15	Annual Briefing to Analysts at the Association of Greek Institutional Investors	2
March 20,21,22,27 & 28	Announcement regarding Stock Exchange transactions with subject Company shares effected by persons and/or legal entities falling under such acknowledgment obligation (Laws 3556/2007 and 3340/2005)	1
March 28	Announcement – Reply to Hellenic Capital Market Commission Letter	1
May 13	Acknowledgment of publication date of Q1 2013 Financial Results	2
May 16,20,21, 23 & 27	Announcement regarding Stock Exchange transactions with subject Company shares effected by persons and/or legal entities falling under such acknowledgment obligation (Laws 3556/2007 and 3340/2005)	1
May 24	Update of the Year 2013 Financial Calendar	2
•	Invitation to the Annual Ordinary General Shareholders' Meeting (June 19 <sup>th</sup> , 2013)	4
May 28	Publication of Q1 2013 Financial Results	7
June 6	Proposed amendments to the Articles of Association (AGM June 19 <sup>th</sup> , 2013)	4
June 7,10,11& 25	Announcement regarding Stock Exchange transactions with subject Company shares effected by persons and/or legal entities falling under such acknowledgment obligation (Laws 3556/2007 and 3340/2005)	1
June 19	Announcement regarding the payment of the Dividend amount for the year 2012	5,6
June 20	Decisions of the Annual Ordinary General Shareholders' Meeting of June 19th, 2013	4
June 27	Organization of the new Board of Directors as a Body Corporate	1
July 1 & 3	Announcement regarding Stock Exchange transactions with subject Company shares effected by persons and/or legal entities falling under such acknowledgment obligation (Laws 3556/2007 and 3340/2005)	1
July 22	Announcement in respect of the Share Capital Decrease through reduction of the nominal value of Company Shares	5
August 12	Acknowledgement of publication date of H1 2013 Financial Results	2
August 29	Publication of H1 2013 Financial Results	8
September 10	Announcement regarding the expiration of the five-year period for the collection of the year 2007 dividend	5
October 1,9 & 11	Announcement regarding Stock Exchange transactions with subject Company shares effected by persons and/or legal entities falling under such acknowledgment obligation (Laws 3556/2007 and 3340/2005)	1
October 21	Announcement regarding the payment of the Return of Capital Amount to Company Shareholders	5
5 November	Announcement regarding Stock Exchange transactions with subject Company shares effected by persons and/or legal entities falling under such acknowledgment obligation (Laws 3556/2007 and 3340/2005)	1
8 November	Acknowledgment of publication date of 9M 2013 Financial Results	2
27 November	Announcement regarding Stock Exchange transactions with subject Company shares effected by persons and/or legal entities falling under such acknowledgment obligation (Laws 3556/2007 and 3340/2005)	1
28 November	Publication of 9M 2013 Financial Results	7
3,4,5,18,24,27 & 30 December	Announcement regarding Stock Exchange transactions with subject Company shares effected by persons and/or legal entities falling under such acknowledgment obligation (Laws 3556/2007 and 3340/2005)	1